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DECEMBER / JANUARY 1992

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SBF FLEET

MANAGEMENT & MAINTENANCE OF PUBLIC & PRIVATE PUPIL TRANSPORTATION FLEETS

NAPT Convention Highlights

- Update On Federal Rules For Disabled
- NHTSA Rulemaking Creates Controversy
- State Directors Form Supplier Group
- Tier-Routing Improves Bus Efficiency

Full Inclusion For Disabled

Guide To Spec'ing School Buses

SBF's 1992 Pull-Out Calendar

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SCHOOL BUS FLEET®

MANAGEMENT & MAINTENANCE OF PUBLIC & PRIVATE PUPIL TRANSPORTATION FLEETS

BOBIT PUBLISHING

Vol. 37 No. 7

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EDITORIAL AWARD
JESSE H. NEAL CERTIFICATE, 1985

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SBF's Top-100 Fleet Survey

Survey finds pupil population growth and special education affect new bus purchases. Increase shown in contractor fleets.

By Neil V. Young

According to the seventh annual **SCHOOL BUS FLEET** Top-100 Survey, the New York City Board of Education again has the largest school bus fleet of any school district in the nation.

It has 3,285 buses, up 4 buses from last year. Los Angeles Unified School District is the second largest, with 2,810 buses, while close competitor Chicago found itself again in third place with 2,746 buses.

As for contractors, the king of the road last year, Laidlaw Transit Inc., based in Burlington, ON, still holds the number one spot this year. However, Laidlaw has cut its fleet size by 1,702 buses. That brings the combined figures for its U.S. and Canadian fleets to 19,719. Its nearest competitor, Mayflower Contract Services, has 7,558 buses. Ryder Student Transportation is in third place with 6,867 buses.

National School Bus Service in Palatine, IL, increased its fleet size by 177 buses. National recently acquired company's that provide school and paratransit transportation service in New Jersey, Minneapolis and Pittsburgh.

Twenty-six contractors are listed in this year's survey. Overall, contractor fleet size is up, but it isn't because of new vehicle acquisitions. The increase in buses is most often the result of acquiring other bus companies.

School Services and Leasing in Edwardsville, KS, has 271 more buses than last year. According to the company's general manager, Jerry Herbert, that was largely due to the acquisition of contracts in the nearby Wichita area.

Vancom of South Holland, IL, expanded its fleet by 340, most of that due to a single company acquisition, according to President Lynn Deason.

Of the districts that responded, 32 percent do not plan to purchase new bus models in 1992. Of the 68 percent that do plan to purchase or have new buses on order, many are replacing older models scheduled for retirement.

The top 74 districts responding to our survey plan to purchase 1,591 large buses for the 1991-92 school year. They plan to purchase 141 small school buses and 61 multi-purpose vehicles (MPVs).

The designation MPV is any vehicle that carries fewer than 10 passengers, including the driver, that cannot be certified as a school bus and isn't painted yellow. That designation was adopted at the 10th National Standards Conference in 1985.

Because some school districts and private contractors were confused about the definition of MPV vehicles, which on submitted surveys included everything from a maintenance truck to vans that transport students to and from school, some bus fleet totals include MPV's. Those are indicated on the chart with an asterisk.

Schedules staggered

School districts are often caught in a bind between pupil population growth and a shortfall of funding. In many cases that means staggering school times to get the most use out of buses.

Chicago Public Schools, which has the nation's third largest district fleet, has become "leaner and meaner," according to Dr. Robert Johnson, the district's director of transportation. "Staggering school times to better suit our schedules has allowed us to cover more routes with fewer buses," says Johnson. "Since we are 100-percent contracted, it is much easier to trim our fleet size."

The Los Angeles Unified School District reports difficulties in responding to changing demands from year to year. "There is a great deal in the way of population shifts in our area," says Randy Altenberg, deputy director of the transportation branch. "As the year goes on, more children show up and we need to increase our fleet to transport children out of the crowded schools. What may be the case one year may be totally different the next."

Special education has affected new bus purchases as well, and accounts for a number of the small bus purchases. Some pupil transportation managers are citing nationwide early intervention programs for infants and toddlers and other special education programs as the reasons. "We anticipated the need for special education buses," says Matt Wallace of the Clark County School District in Las Vegas, NV. "So we allocated funds to purchase 50 of them."

Particularly affected are states with a rapid pupil population growth rate. "We opened up eight new schools last year and seven this year," says Stan McCall, director of operations for the school district of Broward County in Fort Lauderdale, FL. "We currently have 56 new buses routed and another 104 on order." A local bond measure enabled the county to fund some of the new buses as state funding to the county was cut significantly.

Largest 100 School Bus Fleets

RANK	SCHOOL DISTRICT, CITY	No. Large Buses	No. Small Buses	Lifts Large Buses	Lifts Small Buses	Pupils Daily	Fleet '91	Fleet '90	+/- '90	No. Under Contract
1	New York City Public Schools New York City, NY	1963	1322	0	267	140,000	3285	3244	+41	3142
2	LA Unified School District Los Angeles, CA	2451	359	309	0	79,520	2810	2941	-131	1251
3	Chicago Public Schools Chicago, IL	965	1781	180	28	55,366	2746	3000	-254	2746
4	Milwaukee Public Schools Milwaukee, WI	1100	500	0	70	48,500	1600	1600	0	1600
5	Fairfax County Public Schools Alexandria, VA	1312	0	181	0	91,771	1312	1301	+11	0
6	Dade County Public Schools Miami, FL	1130	5	347	5	60,000	1135	1036	+99	60
7	School District of Philadelphia Philadelphia, PA	1016	49	136	0	60,289	1065	913	+152	364
8	Prince George's County Public Schools Upper Marlboro, MD	1026	0	71	0	76,187	1026	1023	+3	3
9	Houston ISD Houston, TX	703	296	14	98	34,000	999	959	+40	0
10	Hillsborough County School District Tampa, FL	940	14	118	10	68,042	954	928	+26	0
11	Montgomery County Public Schools Rockville, MD	874	71	99	3	70,000	945	906	+39	11
12	Jefferson County School District Louisville, KY	854	62	74	0	64,000	916	907	+9	195
13	Orange County Public Schools Orlando, FL	833	0	131	0	55,000	833	836	-3	0
14	Duval County School District Jacksonville, FL	757	73	4	120	52,293	830	771	+59	830
15	Hawaii Department of Education Honolulu, HI	534	243	1	95	38,500	791	812	-21	777
16	Dekalb County Public Schools Tucker, GA	775	0	42	0	58,000	775	695	+80	0
17	Gwinnett County Public Schools Lawrenceville, GA	589	149	29	31	61,992	738	639	+48	0
18	Charlotte-Mecklenberg School District Charlotte, NC	715	5	39	1	51,280	720	724	-4	0
19	Cobb County School District Marietta, GA	547	171	0	45	54,000	718	718	0	0
20	The School Board of Broward County Ft. Lauderdale, FL	702	12	98	6	56,000	714	601	+113	0
21	East Baton Rouge Parish School Board Baton Rouge, LA	597	100	0	21	46,500	697	681	+16	0
22	Detroit Public School District Detroit, MI	525	150	0	65	35,000	675	685	-10	150
23	Baltimore County Public Schools Baltimore, MD	419	244	0	144	52,000	663	737	-74	41
24	Boston Public School District Boston, MA	232	423	0	33	28,000	655	640	+15	0
25	Columbus Public Schools Columbus, OH	650	0	23	0	36,000	650	661	-11	106
26	Department of Elementary & Secondary Education (Voluntary Desegregation) St. Louis, MO	516	121	1	3	15,543	637	613	+24	637

* Fleet total includes MPV's.

Largest 100 School Bus Fleets

RANK	SCHOOL DISTRICT, CITY	No. Large Buses	No. Small Buses	Lifts Large Buses	Lifts Small Buses	Pupils Daily	Fleet '91	Fleet '90	+/- '90	No. Under Contract
27	Minneapolis Public Schools Minneapolis, MN	484	128	10	25	42,885	612	560	+52	442
28	Clark County School District Las Vegas, NV	406	183	56	39	43,136	589	510	+79	0
29	San Diego Unified School District San Diego, CA	455	122	108	0	19,506	577	608	-31	286
30	Palm Beach District Schools Palm Beach, FL	576	0	97	0	55,000	576	493	+83	0
31	Cleveland City Schools Cleveland, OH	570	0	18	0	30,000	570	544	+34	0
32	Omaha Public Schools Omaha, NE	197	343	0	16	15,000	540*	475	+65	197
33	Virginia Beach City Public Schools Virginia Beach, VA	535	1	67	1	60,000	536	531	+5	0
34	Austin ISD Austin,TX	318	167	6	30	25,000	485	471	+14	0
35	Prince William County Public Schools Bristol, VA	353	127	0	45	30,000	480	481	-1	0
36	Buffalo Public School District Buffalo, NY	325	99	15	5	26,136	471*	384	+87	452
37	Caddo Parish School Board Shreveport, LA	469	0	27	0	28,467	469	479	-10	0
38	Metro Nashville Public Schools Nashville, TN	345	115	0	20	46,469	460	460	0	0
39	School District of Lee County Ft. Myers, FL	379	81	60	2	30,000	460	453	+7	0
40	School Board of Brevard County Rockledge, FL	450	0	0	0	25,786	450	450	0	0
41	Albuquerque Public Schools Albuquerque, NM	300	120	0	30	33,000	420	420	0	420
42	Portland Public Schools Portland, OR	228	187	5	40	14,000	415	423	-8	313
43	Cypress-Fairbanks ISD Houston, TX	328	50	34	0	29,437	378	416	-38	0
44	Winston-Salem/Forsyth County Schools Winston Salem, NC	364	0	21	0	25,000	364	414	-50	0
45	Knox County Board of Education Knoxville, TN	274	79	0	27	33,500	353	317	+36	353
46	Ft. Worth ISD Ft. Worth, TX	250	100	33	20	16,050	350	332	+18	0
47	Polk District Schools Bartow, FL	332	13	54	1	35,468	345	444	-99	0
48	Seattle Public Schools Seattle, WA	244	92	26	0	22,000	336	388	-52	336
49	Jefferson Parish Public Schools Marrero, LA	331	1	14	1	45,000	332	333	-1	332
50	Howard County Board of Education Ellicott City, MD	331	0	80	0	26,000	331	--	--	331
51	Pasco County Board of Education Port Richey, FL	315	0	77	0	25,000	315	305	+12	0
52	St. Paul Public Schools St. Paul, MN	303	6	18	2	32,353	309	319	-10	301

* Fleet total includes MPV's

Largest 100 School Bus Fleets

RANK	SCHOOL DISTRICT, CITY	No. Large Buses	No. Small Buses	Lifts Large Buses	Lifts Small Buses	Pupils Daily	Fleet '91	Fleet '90	+/- '90	No. Under Contract
53	Special School District of St. Louis St. Louis, MO	271	36	161	3	3300	307	292	+15	0
54	Northside Independant School District San Antonio, TX	292	0	25	0	21,000	292	282	+10	0
55	Sarasota District Schools Sarasota, FL	291	0	0	0	16,000	291	268	+23	0
56	Anchorage School District Anchorage, AK	265	25	35	6	18,000	290	311	-21	183
57	Oklahoma City Public Schools Oklahoma City, OK	228	62	17	0	16,600	290	285	+5	0
58	Seminole County Schools Winter Springs, FL	280	9	34	0	26,950	289	305	-16	0
59	Memphis Public Schools Memphis, TN	139	150	0	70	19,000	289	255	+34	0
60	Jefferson County Public Schools Lakewood, CO	271	17	47	3	27,000	288	295	-7	0
61	Leon District Schools Tallahassee, FL	288	0	52	0	15,858	288	276	+12	0
62	Rockford Public Schools Rockford, IL	181	101	0	4	15,650	282	286	-4	101
63	Tucson Unified School District Tucson, AZ	200	75	5	70	16,000	275	311	-36	0
64	St. Lucie District School Board Ft. Pierce, FL	265	5	27	0	15,000	270	292	-22	0
65	Mesa Unified Schools Mesa, AZ	144	97	0	42	16,601	241	220	+21	0
66	Long Beach Unified School District Long Beach, CA	153	88	0	14	20,000	241	231	+10	216
67	School Board of Alachua County Gainesville, FL	194	18	16	18	14,222	212	208	+4	0
68	Washoe County School District Sparks, NV	188	20	24	9	14,200	208	--	--	0
69	Ector County ISD Odessa, TX	201	4	7	0	8500	205	--	--	0
70	Citrus County School Board Inverness, FL	199	1	10	0	8500	200	--	--	0
71	Clay District Schools Green Cove Springs, FL	151	44	0	36	12,090	195	--	--	0
72	Manatee District School Board Bradenton, FL	182	14	22	1	13,000	196	--	--	0
73	Collier County Public Schools Naples, FL	160	30	2	13	10,000	190	--	--	0
74	Independent School District #196 Rosemount, MN	166	5	11	0	18,000	177*	--	--	0

* Fleet total includes MPV's.

Largest 100 School Bus Fleets

RANK	CONTRACTOR, CITY	No. Large Buses	No. Small Buses	Lifts Large Buses	Lifts Small Buses	Pupils Daily	Fleet '91	Fleet '90	+/- '90
1	Laidlaw Transit, Ltd. Burlington, ON	17,537	2182	0	0	957,529	19,719	21,421	-1702
2	Mayflower Contract Services Overland Park, KS	5228	2330	313	500	400,000	7558	7650	-92
3	Ryder Student Transportation Miami, FL	5905	839	181	336	400,000	6867*	7044	-177
4	National School Bus Service Palatine, IL	2229	653	21	49	300,000	3221*	3044	+177
5	Vancom Inc. South Holland, IL	2021	584	89	58	239,000	2730*	2390	+340
6	Durham Transportation, Inc. Rosemead, CA	1330	1148	123	238	213,350	2478	2226	+252
7	Charterways Transportation London, ON	1578	662	106	3	83,778	2240	1497	+743
8	Atlantic Express Staten Island, NY	1212	273	82	72	70,000	1485	1496	-11
9	School Services & Leasing Shawnee, KS	808	435	5	85	90,700	1243	972	+271
10	Cook-Illinois Corp. Oak Forest, IL	750	450	7	30	75,000	1200	1200	0
11	ICBM/Transcom Mattapan, MA	647	400	0	400	33,000	1047	1000	+47
12	Mark IV Charter Lines/Embree Buses, Inc. Gardena, CA	590	235	40	60	24,500	825	730	+95
13	Stock Transportation Group, Ltd. Richmond Hill, ON	470	240	1	55	28,400	710	668	+42
14	Septran, Inc. Bloomington, MN	160	530	10	40	20,000	690	665	+25
15	Towne Bus Corp./WE Transport, Inc. Hicksville, NY	253	382	3	76	35,000	635	695	-60
16	George Krapf Jr. and Sons, Inc. Glenmoore, PA	349	123	17	4	39,414	472	463	+9
17	Briggs Bus Lines Edmonton, AB	315	125	6	45	17,000	440	420	+20
18	School Bus Services, Inc. Gresham, OR	330	70	1	50	11,200	400	--	--
19	Logan Bus Co. Ozone Park, NY	140	210	0	0	10,000	350	350	0
20	Reliable Bus Co. Chicago, IL	225	100	10	30	6000	325	305	+20
21	Riteway Bus Service Richfield, WI	150	125	0	20	15,000	275	250	+25
22	Medicine Lake Bus Co. St. Paul, MN	209	56	8	15	14,570	265	332	-67
23	Action Transit Enterprises, Inc. Pittsburgh, PA	150	100	0	10	10,000	250	215	+35
24	Dean Transportation, Inc. Lansing, MI	175	75	170	86	3100	250	200	+50
25	Kobussen Buses, Ltd. Kaukauna, WI	127	28	10	12	7000	155	--	--
26	Beck Bus Transportation Corp., Mt. Vernon, IL	119	6	4	0	7000	125	--	--

* Fleet total includes MPV's.

SCHOOL BUS FLEET®

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Bus & Chassis Showcase
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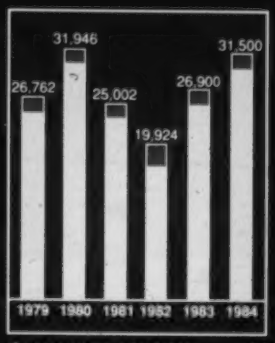
Vol. 38 No. 1



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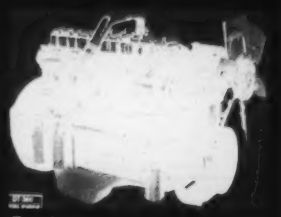

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EDITORIAL AWARD
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Statistics

School Transportation, 1989-90 School Year

State	Pupils Transported at Public Expense	Bus Ownership: District-owned Buses Type A	Type B	Type C	Type D	Total	Contractor-owned Buses Type A	Type B	Type C	Type D	Total	Total Number of Buses	Total Miles of Service	Transportation Expenditures($) Including Capital Outlay
Alabama	440,941	—	—	—	—	7,040	—	—	—	—	249	7,289	62,956,957	$97,105,577
Alaska	45,136	—	—	—	—	685	—	—	—	—	0	685	5,805,000	24,482,400
Arizona	217,435	216	148	1,339	2,066	3,769	—	—	—	—	0	3,769	42,100,000	—
Arkansas	275,644	191	0	4,154	75	4,420	—	—	—	—	0	4,420	14,244,094	61,136,151
California	1,054,759	—	—	—	—	14,261	—	—	—	—	8,783	23,044	323,170,196	755,849,888
Colorado	240,287*	0	425	3,494	346	4,265	0	10	194	5	209	4,474	50,852,277	72,200,849
Connecticut	334,613	1,299	0	3,758	0	5,057	130	0	375	0	505	5,562	—	150,072,520
Dist. of Columbia	5,161*	—	—	—	—	0	—	—	—	—	—	148*	—	—
Delaware	84,153	20	84	42	237	383	2	17	19	866	904	1,287	16,775,271	27,660,286
Florida	791,592	231	330	10,640	593	11,794	0	3	935	0	938	12,732	—	355,397,207
Georgia	887,000	—	—	—	—	11,374	—	—	—	—	28	11,402	99,666,000	198,720,000
Hawaii	38,750	0	263	554	0	817	—	—	—	—	0	817	7,412,155	20,073,700
Idaho	108,362	—	—	—	—	2,048	—	—	—	—	232	2,280	21,983,843	24,058,082
Illinois	956,407	—	—	—	—	8,749	—	—	—	—	0	8,749	180,813,243	353,682,226
Indiana	659,149	46	754	6,253	630	7,683	31	63	2,632	13	2,739	10,422	63,958,320	227,179,643
Iowa	229,097	—	—	—	—	6,937	—	—	—	—	222	7,159	47,790,040	71,201,325
Kansas	176,561	3,850	374	717	193	5,134	—	—	—	—	1,002	6,136	56,256,153	87,759,555
Kentucky	443,399	595	24	7,584	0	8,203	5	0	203	2	210	8,413	82,847,221	116,349,094
Louisiana	536,735*	—	—	—	—	3,358*	—	—	—	—	—	7,244*	—	—
Maine	171,156	—	—	—	—	2,043	—	—	—	—	582	2,625	36,334,528	47,403,195
Maryland	465,579	1	132	2,668	2	2,803	0	6	2,706	9	2,731	5,534	93,278,717	214,455,878
Massachusetts	558,660	—	—	—	—	0	—	—	—	—	0	0	—	208,018,945
Michigan	759,186	—	—	—	—	14,570	—	—	—	—	0	14,570	150,000,000	349,402,473
Minnesota	1,016,791	746	198	3,960	—	4,904	526	551	4,895	—	5,972	10,876	131,802,703	203,595,788
Mississippi	389,090	91	47	5,154	27	5,319	0	0	2	0	2	5,321	43,013,817	64,937,265
Missouri	437,297	593	1,182	9,020	278	11,073	—	—	—	—	0	11,073	107,580,857	163,844,025
Montana	59,553	—	—	—	—	1,362	—	—	—	—	0	1,362	17,148,402	17,517,780
Nebraska	269,861	—	—	—	—	3,975	—	—	—	—	0	3,975	27,250,547	46,984,513
Nevada	63,640	0	148	0	935	1,083	—	—	—	—	35	1,118	14,875,311	37,566,308
New Hampshire	127,000	—	—	—	—	2,000	—	—	—	—	0	2,000	—	—
New Jersey	641,825*	—	—	—	—	14,299*	—	—	—	—	—	14,299*	—	—
New Mexico	138,523	344	361	1,470	6	2,181	—	—	—	—	0	2,181	287,044,715	58,056,381
New York	1,900,000	3,841	—	11,938	—	15,779	—	—	—	—	12,500	28,279	189,044,875	1,148,749,502
North Carolina	671,952	0	0	0	13,231	13,231	0	0	0	—	0	13,231	126,353,582	164,206,098
North Dakota	45,757	—	—	—	—	1,162	—	—	—	—	418	1,580	—	22,609,354
Ohio	1,217,643	—	—	—	—	12,818	—	—	—	—	607	13,425	169,626,240	350,986,703
Oklahoma	297,733	—	—	—	—	6,753	—	—	—	—	0	6,753	58,525,938	74,442,510
Oregon	221,362	308	—	2,694	—	3,002	150	—	1,597	—	1,747	4,749	46,382,299	86,232,184
Pennsylvania	1,158,769	—	—	—	—	5,690	—	—	—	—	15,766	21,456	280,961,875	513,622,478
Rhode Island	103,000*	—	—	—	—	1,425	—	—	—	—	0	1,425	—	—
South Carolina	437,615	—	—	5,568	—	5,568	—	—	—	—	0	5,568	66,868,329	67,135,923
South Dakota	44,978	91	18	967	163	1,239	28	5	413	36	482	1,721	14,815,783	19,448,211
Tennessee	538,607	434	—	6,254	—	6,688	141	—	1,380	—	1,521	8,209	73,474,202	88,758,584
Texas	1,087,293	—	—	—	—	26,481	—	—	—	—	0	26,481	210,664,125	303,303,430
Utah	145,669	64	29	298	1,256	1,647	3	14	61	2	80	1,727	—	27,423,499
Vermont	71,567*	—	—	—	—	0	—	—	—	—	—	1,846*	11,531,429*	16,657,688*
Virginia	752,665	419	143	11,310	190	12,062	—	—	—	—	284	12,346	91,963,727	213,964,904
Washington	394,683	436	425	2,727	2,316	5,904	158	4	694	2	858	6,762	78,127,878	150,297,786
West Virginia	251,867	—	—	—	—	3,596	—	—	—	—	0	3,596	40,581,126	84,438,271
Wisconsin	472,622*	—	—	—	—	7,490*	—	—	—	—	—	7,490*	—	191,388,042*
Wyoming	36,538	397	69	781	311	1,558	—	—	—	—	0	1,558	11,778,605	25,625,678
TOTALS	22,473,662	14,213	5,154	103,344	22,855	303,682	1,174	673	16,106	945	63,488	369,168	3,455,660,380	$7,604,001,899

Data is based on reports submitted by state directors of pupil transportation services. Figures do not represent total number of buses owned and operated by private contractors; some state DOE's do not collect that information, or include it in their district fleet totals. Special thanks to Ted Tull, state director of pupil transportation in Delaware, and the National Association of State Directors of Pupil Transportation Services.

*** Denotes state failed to reply to survey so previous year's information was entered.**
— Denotes information was not available.

State School Bus Purchases

Florida	757	734	897	937	1,065	1,166	952	1,451	1,182	1,521	900
Kentucky	670	566	632	604	632	579	650	629	676	910	920
North Carolina	610	953	585	759	785	1,202	1,200	1,290	1,200	520	29
South Carolina	506	285	219	368	718	409	1,000	0	0	0	13
Texas	*2,000	*2,000	*2,000	*2,000	*2,000	*2,000	1,950	1,850	1,900	*1,800	*954
West Virginia	263	272	324	349	347	328	342	555	289	243	300

In six states all school buses are purchased directly by the state. A committee comprised of the state director of pupil transportation and other education or transportation experts develop bus specifications and compile the number of buses that districts (and sometimes contractors) require. State officials then solicit bids from bus body and chassis manufacturers. That method of bus procurement is unlike that in other states in which schools purchase buses directly from manufactures and are then reimbursed by the state. Five of the six states purchase according to fiscal or school calendar year, while Texas purchases school buses monthly. In this year's survey, figures for 1990 procurements were adjusted to reflect actual bus purchases rather than estimates given from state officials last year for school or fiscal year 1990-91. The 1991 figures are estimates for the number of buses states will purchase for school or fiscal year 1991-92.

*** Figures represent actual bus purchases because Texas procures school buses monthly.**

Source: SCHOOL BUS FLEET

HE'S LAYING DOWN THE RULES FOR CHILD SAFETY!

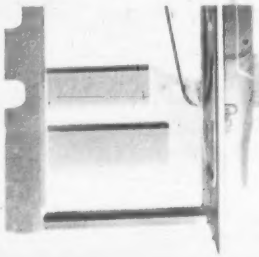
Safety First Transit Flooring & Step Treads

Safe, sure footing under all weather conditions is a must for school bus safety. And resilient, fiber reinforced, slip-resistant rubber flooring and step treads do the job best.

They're long-wearing, too, and are included in the Minimum Standards for School Buses recommended by the National Conference on School Transportation, NEA, 1970. Materials meet Motor Vehicle Safety Standard #302.

Kids may come and go, but we'll be watching out for their safety every step of the way.

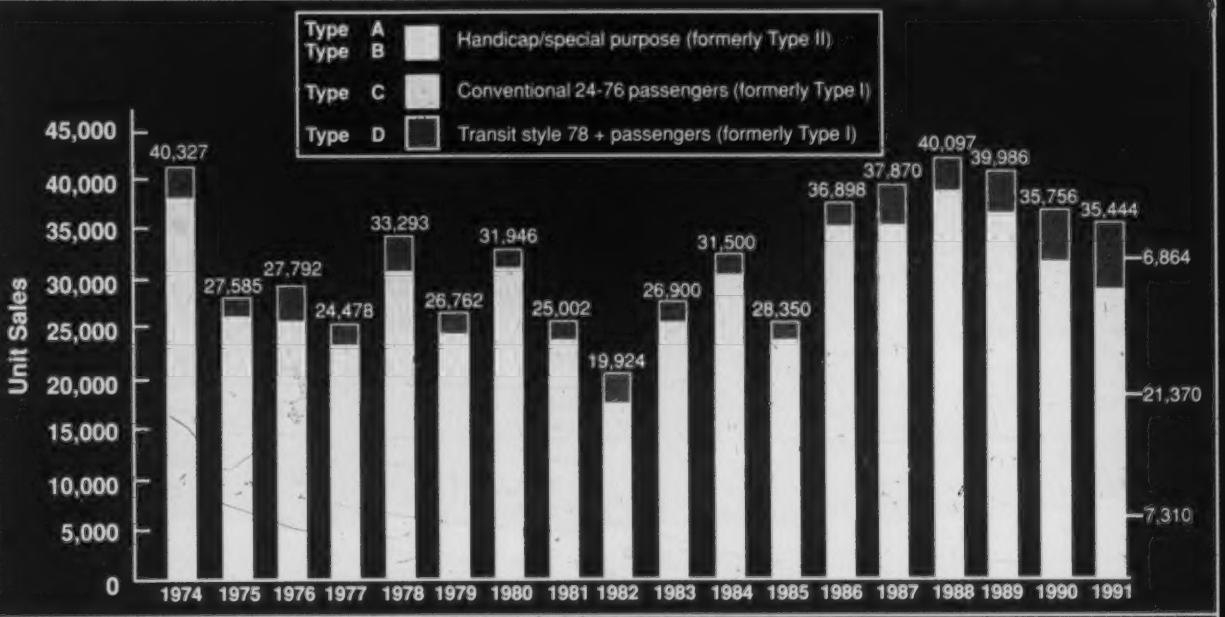
For complete information, call or write the R.C.A. Rubber Company.



THE R.C.A. RUBBER COMPANY
An Ohio Corporation of Akron, Ohio
1833 E. Market Street,
Akron, Ohio 44305
(216) 784-1291

Circle 107 on SBF Action Card

U.S. School Bus Body Sales 1974-1991



Type A and B school bus body sales increased about 26 percent in 1991 according to bus manufacturers. Type D bus sales also increased nine percent indicating an upward trend in transit-style school bus sales. Overall, bus body sales were down slightly with 310 fewer buses sold during 1991. Conventional bus body sales dropped 10 percent in 1991. Figures were collected from bus manufacturers one month before the end of the calendar year but include estimates to year-end. Canadian school bus production is not included in the chart.

Source: SCHOOL BUS FLEET

"13 Years And 2 Buses Later, My Thomas Lift Is Still A Perfect Fit."

How reliable is a Thomas elevator lift? Rod Chambers will tell you.

When the Pennsylvania bus contractor replaced his 1977 Thomas elevator lift bus with a 1990 model, he faced two problems. He needed a lift capable of handling today's larger electric wheelchairs (some platform lifts can't) and he needed one to fit his budget.

He didn't have to look far for a solution. With help from the Thomas factory, he installed the elevator lift from his old bus into his new one. The price was right, the lift was big enough, and after 13 years of service, dependable operation is the least of his worries.

Looking for reliability in a lift bus? Specify a Thomas elevator lift. It's built to last. Just ask Rod Chambers.

Learn more. Contact your Thomas distributor or write Thomas Built Buses at 1408 Courtesy Road, High Point, NC 27260. 919/889-4871.

United Way

Thomas Built Buses

...a tradition in transportation

Circle 108 on SBF Action Card

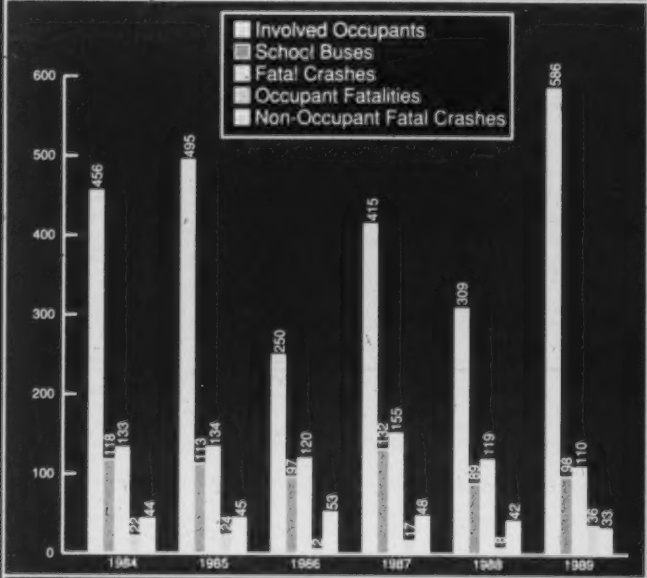
School Bus Accidents by State, 1989-1990

State	Total Vehicles	Annual Bus Mileage	Pupils Transp. Daily	Type of School Bus Accident				Prop. Damage Only Acc.	Persons Injured	
				Total	Other Veh.	Non-coll.	Fixed Obj.		Total	Pupils
U.S.	380,000	3,800,000	22,000,000	29,000	23,000	500	2,300	22,000	14,500	9,800
Alabama	6,952	60,206	421,059	554	518	3	26	496	164	121
Alaska	685	5,805	45,136	126	107	1	15	107	23	20
Arizona	4,800	42,069	242,871	190	159	0	12	125	69	26
Arkansas	4,348	28,488	275,644	231	229	0	0	215	134	118
California	23,044	313,691	1,025,611	2,949	1,841	191	350	2,368	1,051	688
Colorado	4,026	45,108	240,287	195	175	1	13	152	95	54
Connecticut	5,494	—	349,000	601	560	0	29	516	142	64
Delaware	1,283	16,775	84,152	140	128	3	4	97	110	79
Dist. of Columbia	187	1,032	3,984	49	49	0	0	49	6	2
Florida	10,323	166,215	808,090	1,376	973	28	144	221	1,151	928
Georgia	9,198	98,063	880,442	586	253	0	87	374	354	210
Hawaii	—	—	—	—	—	—	—	—	—	—
Idaho	2,280	21,984	108,362	77	66	0	8	66	16	16
Illinois	—	—	—	—	—	—	—	—	—	—
Indiana	10,595	66,509	668,262	933	—	—	—	759	415	185
Iowa	6,970	60,829	244,896	464	—	—	—	419	99	57
Kansas	—	—	—	—	—	—	—	—	—	—
Kentucky	7,352	82,847	443,399	780	702	10	58	707	245	219
Louisiana	—	—	—	—	—	—	—	—	—	—
Maine	2,866	36,335	165,396	236	—	—	—	191	40	36
Maryland	5,624	93,279	468,462	1,176	1,057	4	97	1,027	532	168
Massachusetts	—	—	—	—	—	—	—	—	—	—
Michigan	—	—	—	—	—	—	—	—	—	—
Minnesota	12,109	125,780	656,249	674	631	3	23	520	329	167
Mississippi	5,319	43,014	389,090	436	391	24	20	396	51	45
Missouri	10,497	97,169	501,121	883	724	3	73	672	553	402
Montana	1,373	17,148	59,527	—	—	—	—	—	—	—
Nebraska	3,986	35,897	71,272	111	98	4	5	72	89	52
Nevada	1,107	14,875	63,640	229	146	1	35	169	63	53
New Hampshire	2,100	—	127,000	115	—	—	—	—	—	—
New Jersey	—	—	—	—	—	—	—	—	—	—
New Mexico	2,181	31,793	137,925	190	168	2	18	190	84	60
New York	35,000	181,000	2,000,000	419	347	6	15	236	584	415
North Carolina	13,231	126,354	671,952	803	692	1	3	537	60	42
North Dakota	1,864	25,467	45,757	9	8	0	0	9	0	0
Ohio	12,416	172,392	1,296,789	1,109	983	31	85	885	1,312	1,288
Oklahoma	6,706	58,827	297,377	301	251	0	17	265	104	73
Oregon	4,740	46,382	221,362	444	338	0	96	434	44	40
Pennsylvania	—	—	—	1,468	1,211	46	138	1,191	502	352
Rhode Island	—	—	—	—	—	—	—	—	—	—
South Carolina	5,568	66,868	437,615	391	317	7	51	368	622	520
South Dakota	1,692	18,329	45,000	42	38	2	0	31	18	5
Tennessee	6,636	73,655	544,904	753	596	12	98	646	183	167
Texas	26,028	256,741	1,085,483	1,781	1,582	10	65	1,061	1,739	752
Utah	1,766	21,145	143,869	99	97	1	0	99	13	12
Vermont	—	—	—	—	—	—	—	—	—	—
Virginia	10,141	90,250	754,477	989	899	1	85	810	189	153
Washington	6,900	78,128	404,000	325	309	1	8	226	232	85
West Virginia	3,665	40,581	248,947	—	—	—	—	—	14	5
Wisconsin	—	—	—	964	873	4	38	682	393	334
Wyoming	1,558	15,065	36,538	57	46	4	2	41	57	40

School transportation accidents killed an estimated 90 persons — 35 pupils, five bus drivers, 50 other persons — nationwide during the 1989-90 school year. Of the pupils killed, five were killed while riding the bus and 30 were killed in the loading zone area. More than half of the pupils killed in the loading zone were struck by their own school bus. Those national estimates are projected from data received from 50 states and the District of Columbia. The totals for the U.S. are estimates made by the National Safety Council (NSC). NSC inflated totals from reporting states to compensate for state's that didn't provide data. Vehicles include school buses and non-family owned vehicles used for pupil transportation. Other types of accidents not itemized on the chart were school bus accidents involving 300 pedestrians, 105 bicyclists and five accidents involving trains. Total annual bus mileage includes deadhead miles, traveling without passengers, and activity trips. A pupil is counted once for each day transported even though most pupils ride school buses twice daily to and from school.

Source: National Safety Council survey of state departments of education and state traffic authorities.

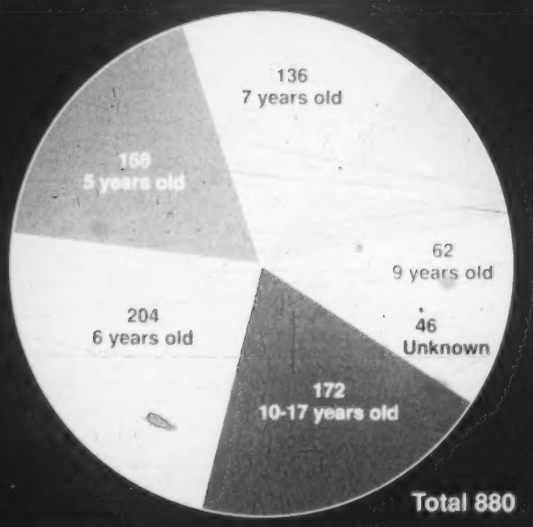
School Related Fatalities and Accidents 1984-1989



FARS chart includes any fatal accident involving vehicles used to transport students to schools or to school-related activities. In 1989 (calendar year) there were 141 fatalities involving vehicles used for school related activities. Of that amount, 36 fatalities were passengers on school buses or school vehicles, 72 were occupants of other vehicles and 33 were pedestrians or pedalcyclists.

Source: National Highway Traffic Safety Administration Fatal Accident Reporting System

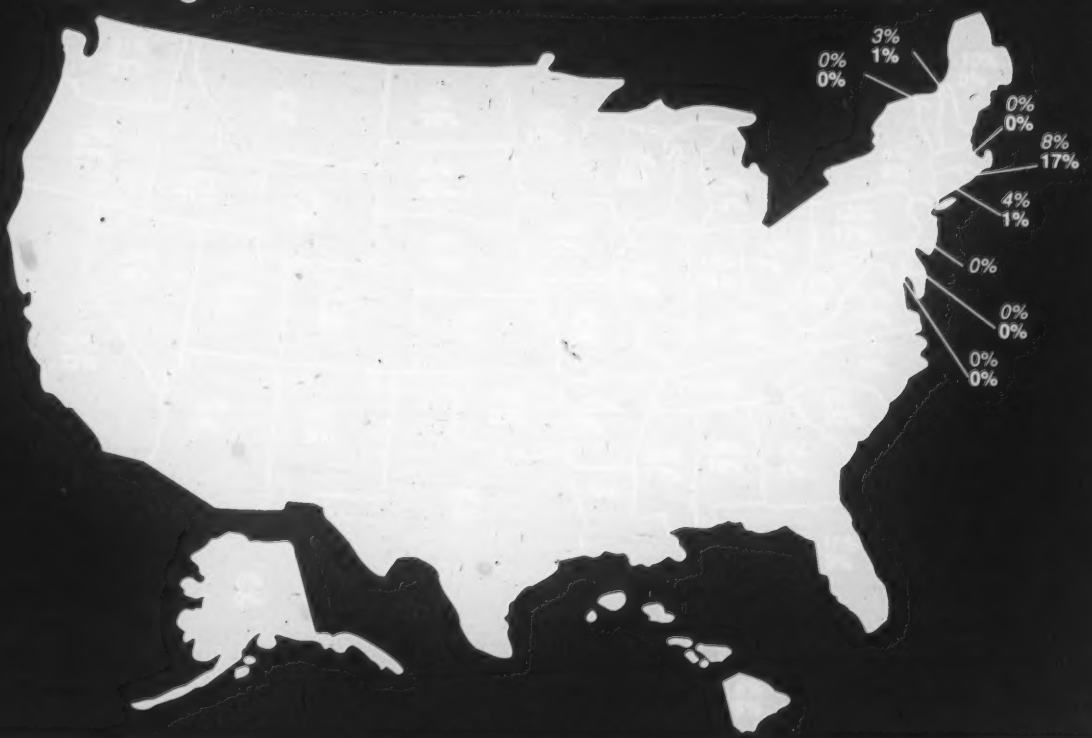
FATALITIES By Age Group 1969-1990



The annual K-DOT Loading & Unloading survey listed 18 children killed in loading and unloading zones for 50 states and the District of Columbia. There were eight six-year-olds killed in 1990 (calendar year), the largest age-group involved in fatal accidents reported in the past 21 years. Ten of the children killed in 1990 were struck by the front of the bus, two by the back of the bus and six children were killed by motorists passing school buses loading or unloading children. Thirteen of the total 18 fatalities occurred in a rural area.

Source: Kansas DOT

Percentage of School Buses Manufactured Prior to 1977



Data provided in December 1991 by state directors of pupil transportation services. Percentages for the number of pre-77 buses in the state in 1991 are indicated in bold, 1990 figures are indicated in italic.

Source: SCHOOL BUS FLEET

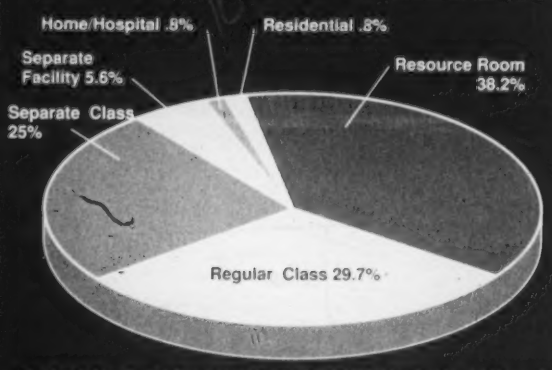
Federal Grants To States For Special Education Services

STATE	CHAPTER 1 OF ESEA (SOP)	EHA B	PRESCHOOL GRANT PROGRAM	PART H
Alabama	280,879	34,178,741	9,744,744	1,030,041
Alaska	1,834,423	4,076,651	572,500	341,396
Arizona	702,248	17,889,468	2,426,319	1,082,713
Arkansas	1,465,584	14,735,405	3,524,117	602,808
California	1,612,111	142,603,125	24,006,931	8,568,064
Colorado	2,660,547	16,116,954	1,924,659	930,548
Connecticut	2,960,701	20,084,947	2,367,000	795,940
Delaware	2,251,280	3,458,371	94,655	341,396
District of Columbia	2,701,918	991,248	351,900	341,396
Florida	4,014,664	66,659,626	4,038,748	3,031,596
Georgia	1,381,983	30,325,737	6,457,403	1,767,456
Hawaii	230,558	3,933,330	561,341	341,396
Idaho	84,561	6,423,117	5,711,738	341,396
Illinois	22,389,380	68,498,802	13,391,574	3,037,449
Indiana	4,453,594	33,504,132	1,780,716	1,363,633
Iowa	699,839	18,730,396	2,743,926	655,480
Kansas	1,393,661	13,690,161	2,689,423	673,038
Kentucky	1,494,479	24,367,581	5,624,792	883,728
Louisiana	1,783,432	21,720,807	4,205,000	1,281,698
Maine	611,271	9,025,894	1,662,241	341,396
Maryland	1,258,218	29,171,836	4,546,322	1,240,731
Massachusetts	10,652,786	44,594,849	5,513,766	1,439,716
Michigan	8,009,434	49,897,728	6,566,500	2,405,379
Minnesota	251,035	27,037,352	4,433,571	1,141,238
Mississippi	379,888	19,467,000	2,181,847	714,005
Missouri	1,178,476	32,709,200	1,733,628	1,299,256
Montana	428,376	5,022,237	781,600	341,396
Nebraska	150,407	10,385,444	1,333,000	415,528
Nevada	289,153	5,156,559	477,500	341,396
New Hampshire	545,835	5,550,525	593,500	341,396
New Jersey	3,948,026	56,259,850	7,737,529	1,913,768
New Mexico	125,449	10,445,439	791,500	468,200
New York	22,526,821	86,436,933	26,041,729	4,588,362
North Carolina	1,179,606	37,107,490	6,739,282	1,603,586
North Dakota	328,897	4,003,657	854,835	341,396
Ohio	4,699,538	63,637,219	3,663,000	2,727,266
Oklahoma	407,508	21,094,194	2,658,500	842,760
Oregon	4,811,447	15,178,367	1,004,000	661,333
Pennsylvania	14,270,285	63,479,232	15,754,721	2,797,496
Puerto Rico	259,192	11,754,994	1,924,935	1,211,468
Rhode Island	595,965	6,411,784	478,373	341,396
South Carolina	419,016	25,055,522	4,628,822	912,990
South Dakota	213,740	4,643,269	969,262	341,396
Tennessee	620,398	33,579,459	4,587,200	1,170,501
Texas	6,173,818	103,521,804	12,529,623	5,226,285
Utah	934,846	13,754,489	1,730,632	614,513
Vermont	1,637,663	3,393,376	253,245	341,396
Virginia	856,397	38,292,388	9,130,642	1,533,356
Washington	2,090,618	24,363,581	7,938,625	1,229,026
West Virginia	787,729	14,490,093	1,790,185	392,118
Wisconsin	1,934,416	25,519,482	4,871,808	1,246,583
Wyoming	776,985	3,238,389	287,141	341,396
Bureau of Indian Affairs	0	18,215,420	0	853,490
Totals	147,749,081	1,445,668,234	238,406,550	69,132,690

Services to disabled students age three to 21 are funded under EHA B; while Chapter 1 of the Elementary and Secondary Education Act, State Operated Programs, ESEA (SOP), provides grants for birth through age 21. The Preschool Grants Program provides funding for three- to five-years-old; infants and toddlers are served under Part H of EHA. Totals include data as of October 1989.

Source: U.S. DOE, Office of Special Education Programs.

Disabled In Regular School Buildings



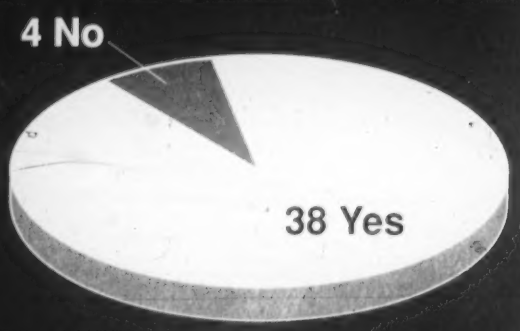
In 1987-1988, 92.9 percent of disabled students nationwide between the ages of 3 and 21 received services in regular school buildings—regular classes, resource rooms, or separate classes.
Source: U.S. DOE, Office of Special Education Programs.

Section 402 Funds For School Bus Safety

AK	$22,500	ME	$25,043	RI	$22,000
AR	$101,000	MI	$164,000	SC	$60,000
AZ	$25,000	MN	$94,200	SD	$30,924
CA	$761,000	MS	$56,020	TN	$108,000
CO	$29,500	MT	$62,000	TX	$200,000
CT	$40,000	NC	$110,000	UT	$65,558
DE	$22,500	ND	$38,000	VA	$140,00
FL	$176,000	NE	$25,405	VT	$22,000
GA	$107,802	NH	$18,000	WA	$81,000
IA	$145,683	NV	$22,000	WI	$30,000
ID	$30,352	NY	$185,460	WV	$37,424
IN	$103,784	OH	$112,000	WY	$45,000
KY	$71,464	OR	$26,900		
MD	$37,200	PA	$328,000		

During 1989 and 1990, 41 states received $3,782,901 federal 402 set-aside funds to develop school bus safety programs. That data was reported in SCHOOL BUS FLEET's 1991 State Directors' Survey, conducted in December 1990. Of the 50 states surveyed, 43 state directors responded.

Safe Bus Riding Guidelines For Students



Thirty-eight states reported having safe bus riding guidelines for student transportation, while four states reported they do not have those guidelines.

Source: SCHOOL BUS FLEET '91 State Directors' Survey

C1575-1A

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SCHOOL BUS FLEET

MANAGEMENT & MAINTENANCE OF PUBLIC & PRIVATE PUPIL TRANSPORTATION

SBF's Annual STATE DIRECTOR SURVEY

Nationwide Outlook for 1992

- The Making of AmTran's New Genesis
- How to Control Workers Compensation Claims
- Tips on Improving Fleet Efficiency

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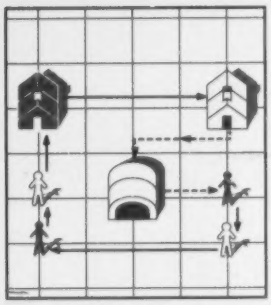

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EDITORIAL AWARD
JESSE H. NEAL CERTIFICATE, 1985

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SBF'S 8TH ANNUAL

STATE DIRECTORS' SURVEY

The annual *SCHOOL BUS FLEET* magazine survey of state directors of pupil transportation services provides a unique portrait of how 50 states are tackling the challenging 1991-92 school year.

For starters, New York reports the largest school transportation program with a $1 billion annual budget. Pennsylvania is second reporting a $514 million budget for the 1991-92 school year. Arkansas reports the smallest annual budget, $2 million. (Eleven states were unable to report annual budgets.)

Funding pressures are very evident in responses to this year's survey, and cost-cutting measures are in effect nationwide. In the face of those pressures, state directors are attempting to provide the safest possible transportation for students nationwide. Directors are looking at special ed transportation, driver training, alternative fuels, computerization and recommendations of the 11th National Standards Congress to reform their transportation programs.

Transportation directors in 17 states report budget cuts for the current school year. In states that have not experienced budget cuts, many budgets have not been increased this year causing financial pressures from increasing operating costs. That has led to widespread reductions in school transportation, administrative programs and staff positions.

Budget cuts of five and 10 percent were most common in those states reporting reductions in transportation funding. North Carolina lost about 29

Budget cuts, higher costs and new regulations reshape transportation programs in FY1991-92.

States Using Fuels Other than Gas and Diesel

	Montana	
	Missouri	
	Michigan	
	Hawaii	
	Vermont	
	Iowa	
	Colorado	
Texas	Wyoming	
West Virginia	Washington	
Iowa	Florida	
Colorado	New York	
Washington	Ohio	
New York	Georgia	
Ohio	Arkansas	
Virginia	Idaho	
Tennessee	Tennessee	
California	California	California
CNG	Propane	Methanol

Although state directors reported propane is the most popular fuel, other than gas and diesel, directors in two states say they are phasing-out propane in their fleets.

11th National Standards Adopted

Has your state adopted all or part of the 1990 National Standards for School Buses and Operations?

Does your state plan to adopt all or part of the national standards document within the next year?

Special Ed Transportation

Is there a separate budget for special education transportation?

School Transportation Budgets

Has school transportation funding been reduced for the 1991-92 school year?

percent of its funding for school transportation. Seventeen states have reduced staff positions in the office of pupil transportation over the past two years. Four states have more transportation staff positions than they had two years ago, while 29 states have remained unchanged.

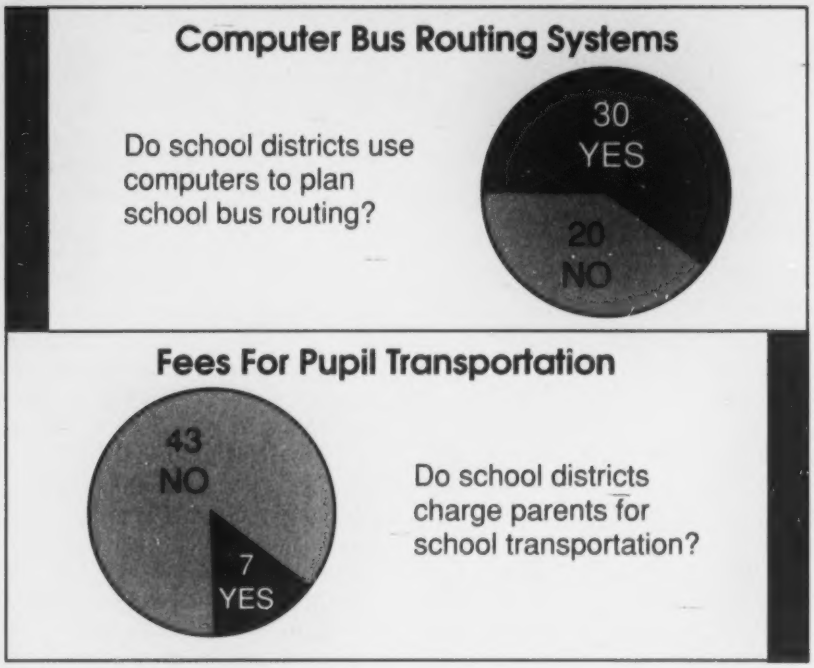
In California a budget freeze and rising costs has led to the elimination of transportation for some students, and transportation fees for some parents. Seven states report parents are charged fees for school transportation in certain cases. While Massachusetts still buses students to regional schools, transportation to city schools has been eliminated. Minnesota has reduced late bus and summer school transportation service. Ohio has eliminated some routes and stops. Fewer buses are also on the road in Florida, Rhode Island, Tennessee and New Jersey. In New Jersey, cuts particularly affected students involved in activities before and after school.

Fourteen states transport students living two miles or more from school, and 11 states transport students living at least 1.5 miles from school. Of the 42 states that have a minimum distance in which students must be provided transportation, none report that distance has increased in the past two years as a means of cost reduction — except in Massachusetts where busing was eliminated for city schools.

Many states cut staff support such as training programs and travel to industry meetings during 1991. Alabama canceled all out-of-state travel. Iowa's transportation office reduced its schedule of school visitations and routing evaluations. Maine eliminated four of its nine regional transportation conferences. Washington faces a salary freeze for school employees in 1992.

Bus procurement is maintained

Despite nationwide cost cutting, only four states indicate that funding pressures deferred the purchase of new school buses. In some states where new buses were purchased, state directors expressed concern about bus construction standards; the development of bus safety equipment; the suitability of buses for special ed



students; and the question of alternative fuels. In Arkansas, Spence Holder, director of transportation for the state, awaits the availability of buses with additional escape hatches and forward-facing wheelchair stations.

Twenty-two states currently operate buses powered by alternative fuels in addition to gas and/or diesel buses. Propane is the most popular alternative fuel. Nineteen states use propane buses, although at least two state directors are attempting to phase-out propane in their fleets. Eleven states use buses powered by compressed natural gas (CNG). School districts in California have methanol, propane and CNG school buses used for pupil transportation.

Special ed cost is a concern

Many state directors indicate the cost of special education transportation as a particular concern this year. Needs for special ed vehicles, forward-facing wheelchair stations, training for special ed drivers and related items appear to be priorities for many transportation directors.

Nineteen states were able to report the percentage of state funding allocated to special ed transportation. Illinois has the highest percentage, 47 percent, and Hawaii is second with 36 percent. The lowest percentage spent on special ed is 1.3 percent, and the state average is 17 percent. Many states expressed concern about rising special ed transportation costs.

Thirty-four states reimburse parents for transporting children to school in

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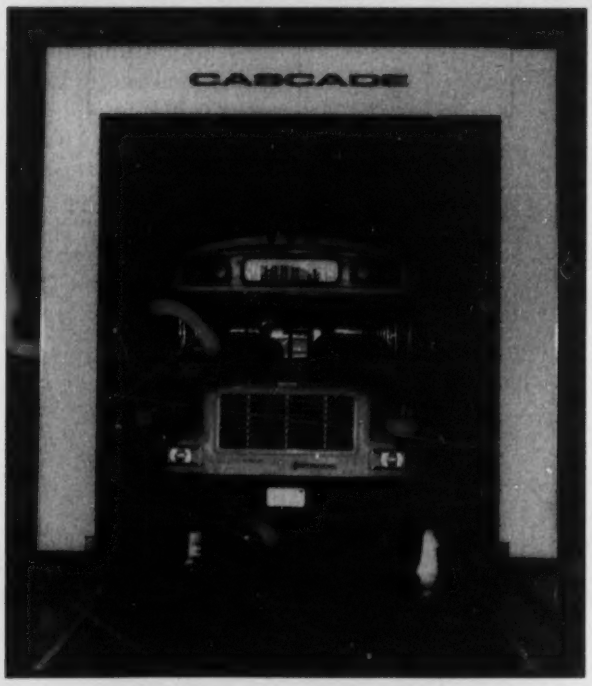

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Five States with Largest Budget Cuts In School Transportation in 1991-92

1) North Carolina 29%
2) South Carolina.....16%
3) Ohio 11%
4) Maine.....10%
5) Alabama 6%

certain instances. Five states indicate those programs include parents of students with special needs. Typically, reimbursement is intended for parents of children who live beyond the reach of regular routes, and is at the discretion of the local school district.

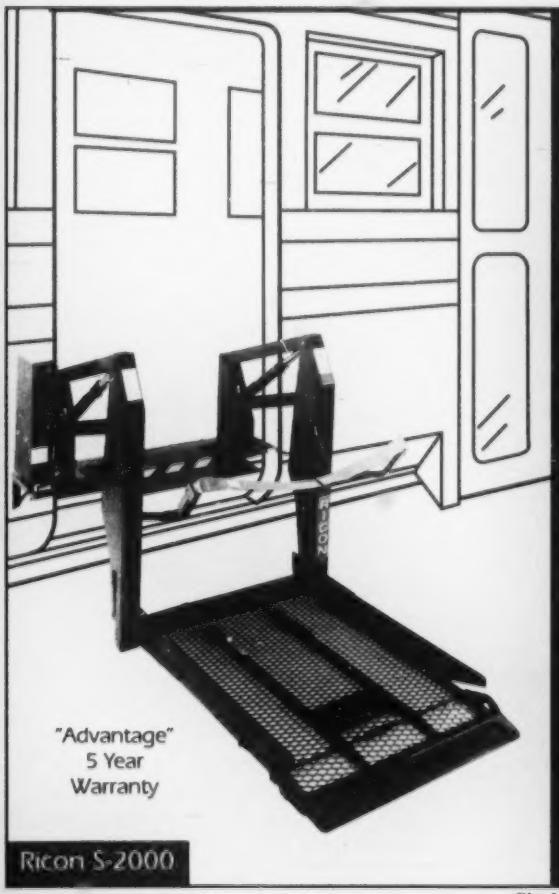
States adopt national standards

Fifteen states have adopted at least some of the National Standards for School Buses and School Bus Operations established by the 11th National Conference on School Transportation. The standards have been adopted in their entirety by Connecticut, Mississippi, Tennessee, South Carolina, Utah and North Dakota. Seventeen state directors expect to eventually adopt some of the recommendations.

Idaho, Florida and Oklahoma have adopted the standards concerning school bus body and chassis construction. Florida also uses the operating recommendations as guidelines for school districts. Kansas is currently considering adopting the construction standards as well as the standards for special ed transportation. Washington has adopted recommendations concerning mirrors, emergency clean-up kits, fire tests for seats, emergency exits, roof hatches, wheelchair securement, driver's seats and seat belts and conspicuity markings.

Other issues state directors mentioned in this year's survey were: driver recruitment; the adoption of federal school bus construction standards; the question of transporting students in vehicles other than school buses; transportation for preschoolers and other special groups; year-round school schedules; privatisation of school transportation; parent fees; emission standards; and of course, safety.

Those topics against a backdrop of funding pressures from state and local governments suggest that the current year will present difficult challenges for state directors. It also presents a unique opportunity for state directors and others involved in pupil transportation to voice their concerns about maintaining and improving upon the safety record the industry has enjoyed. And that that record could be in jeopardy if local politicians move pupil transportation further down the education funding priority list.



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Workers' Compensation System Is Floundering

Industry groups galvanize to reform workers' compensation rates. Employees likely to face decrease in benefits, limits to legal recovery.

By M. Kathleen Huffine

School bus fleet operators know that most states require employers to carry workers' compensation insurance.

It is mandatory in 48 states and the District of Columbia. Texas and South Carolina are the only states where it is elective. What you may not know is how workers' compensation rates are determined, why this well-intentioned system seems to be floundering, and what, if anything, you can do to reduce liability and insurance costs.

Workers' compensation insurance was originally designed as a no-fault plan to help employees who were injured at work, while at the same time protect employers from expensive legal action. However, rising costs today have thwarted the original plan.

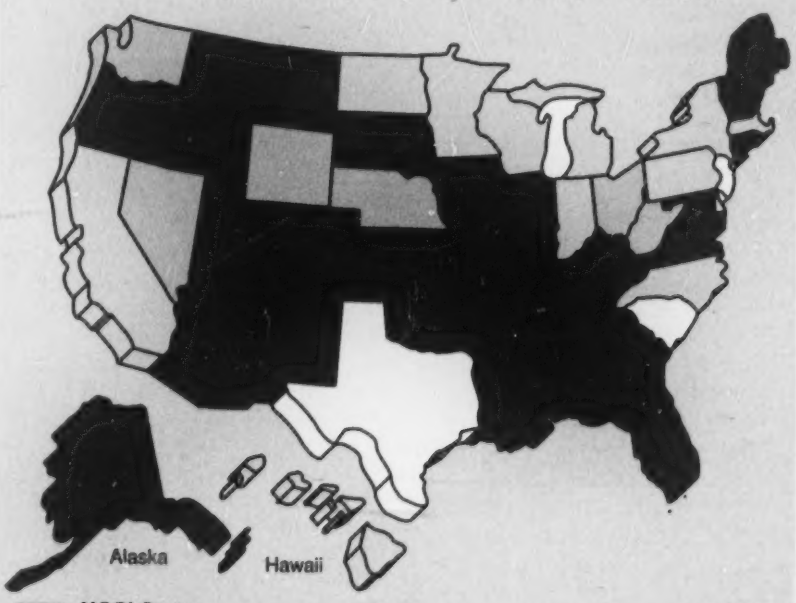
Many fleet operators say that the cost of workers' compensation insurance is rising due to skyrocketing legal and medical costs. They say the system has become increasingly adversarial toward employers. As workers' compensation administrators struggle to adjust the system, fleet operators must find ways to reduce their compensation insurance costs and potential claims.

School bus fleet operators face an often confusing vista in regard to workers' compensation insurance, because most states make a distinction between independent contractors and non-commercial drivers, or school or county employees. Those differences are reflected in premium or base insurance rates set by the state insurance rating body, and can vary wildly between classifications, even though the employees do the same job.

In Delaware, the premium rate for school employees, including bus drivers, is 63 cents for every $100 of payroll, up to a designated dollar limit. Contractors pay $3.91 for every $100 of payroll. The split can also be reversed, as in Minnesota. The rate for a non-commerical driver is $14.22, yet a contractor's rate is $6.98, less than half. Those are extreme examples. Most states offer less divergent rates (see rate comparison chart). The average premium rate for school employees or other non-commercial drivers is $6.81; for contractors it's $7.54.

According to Edward Furey, senior writer and publications editor for the National Council on Compensation Insurance (NCCI), a research and

Who Sets Workers' Compensation Rates?



NCCI States
These states and Washington, DC use the National Council on Compensation Insurance (NCCI) to determine workers' compensation insurance rates.

Independent States
Each of these states has its own independent bureau that determines workers' compensation insurance rates.

Elective States
Workers' compensation insurance is voluntary in these states.

Monopolistic States
Employers must use a state-funded workers' compensation program in these states.

Premium Rates for Pupil Transportation Employees

State	District rate	Contractor rate
Alabama	6.84	5.11
Alaska	9.29	5.92
Arizona	NA	8.45
Arkansas	4.73	7.23
California	9.44	15.04
Colorado	9.98	13.77
Connecticut	10.19	6.85
Delaware	0.63	3.91
Florida	9.19	9.09
Georgia	11.88	13.81
Hawaii	6.57	7.35
Idaho	6.30	6.18
Illinois	10.14	9.12
Indiana	2.62	2.49
Iowa	5.29	5.46
Kansas	4.78	4.71
Kentucky	5.18	5.20
Louisiana	7.78	11.57
Maine	8.90	8.19
Maryland	4.09	3.83
Massachusetts	11.94	9.72
Michigan	8.31	5.65
Minnesota	14.22	6.98
Mississippi	5.11	4.81
Missouri	5.58	8.42
Montana	10.29	11.80
Nebraska	6.36	5.93
Nevada	1.71	11.74
New Hampshire	9.90	6.39
New Jersey	6.02	NA
New Mexico	9.00	9.46
New York	9.80	NA
North Carolina	4.03	5.80
North Dakota	4.07	4.07
Ohio	0.73*	1.17*
Oklahoma	6.95	11.44
Oregon	9.93	13.29
Pennsylvania	1.03	6.01
Rhode Island	11.29	8.52
South Carolina	5.81	3.93
South Dakota	6.02	6.35
Tennessee	5.50	3.97
Texas	12.25	19.40
Utah	5.17	3.90
Vermont	7.49	4.53
Virginia	4.04	3.11
Washington	0.93 (per work hour)**	
Washington, DC	0.98	17.14
West Virginia	2.25	5.34
Wisconsin	3.86	3.70
Wyoming	1.32	6.16

Workers' compensation premium rates are paid by the employer per each $100 of payroll up to a specified amount, which varies by state.
* Ohio separates rates for pupil transportation workers into public and private school employees. There is no separate rate for private contractor employees.
** Rate applies to all pupil transportation workers in the state.
NA Indicates classification is not used in the state listed.

advisory council based in New York City, workers' compensation accounts for 14 percent of property and casualty insurance business. "It's the second largest after automobile in the country," he says. "It produces a lot of premium. The problem is it's also producing a lot of losses."

An estimated $50 billion moves through the workers' compensation system each year. Unfortunately for some insurers, payout often equals or exceeds pay-in. The result for many employers is rates which rise every year, regardless of a company's claim history.

A crisis in medical costs and a rising litigation rate have contributed to the burden on workers' compensation. Since workers' compensation pays the total costs of a claim, Furey says, a practice called *cost shifting* is taking place in many medical care facilities.

"Comparable cases are charged more when they're handled through workers' compensation then when they are handled through standard medical," Furey says. "So compensation is being hit a little bit harder." Medical bills are frequently charged at the highest rate to compensate for other services that must be offered. Additionally, the aggressive pursuit of claims to protect workers has resulted in more litigation and higher legal costs. That expensive, time consuming and paper-shuffle process has bogged down the system and placed employers on the defensive.

Rate is determined by industry

Workers who do similar jobs for similar companies or industries face the same risks, so they are combined under the same workers' compensation classification. Many states belong to NCCI, which lists about 600 classifications. Those states abide by manuals NCCI compiles for each state. States that do not belong to NCCI determine their own rates. Insurance companies in certain states may, if their experience base is large enough, compile their own statistics and create a schedule of competitive rates. Even larger employers may choose to self-insure, but may need an insurance policy from an outside company to cover any unusual, costly claims.

Once determined, premium rates are modified by insurers based on the

insurers' expenses and experience, in addition to the expenses and experience of the company it is asked to insure. Why then do base rates for district bus drivers differ in most states from rates for contract drivers?

The answer is simply that rate is determined by industry. Non-commercial drivers and school or county employees are not considered to face the same risks as commercial drivers, which also include chauffeurs and taxi drivers. It is not the fact that they actually do the same job, but the status of the industry that determines risk and rate.

In most states, because contract drivers fall under the same classification as drivers who deal with the public, those drivers face higher rates. Bus drivers employed by a school district or county usually are grouped with drivers who don't deal with the public in the same environment as contractors' drivers, so often rates are lower.

School bus driver classification

North Dakota groups all drivers of school buses in the same classification, regardless of who employs them. North Dakota does not participate in NCCI, but has its own compensation insurance bureau. In independent states, statistics and premium rates are still compiled for insurance companies offering workers' compensation coverage, but the state bureau maintains rate manuals.

The state of Washington operates a monopolistic state fund for compensation and sets its own rates. It also has a separate classification for school bus drivers at a rate of 92.49 cents per work hour. Monopolistic states compile their own rate manuals, and workers' compensation insurance is offered only through a state fund.

New Hampshire is an NCCI state, and also has a separate rate for school bus drivers. In September 1991 the New Hampshire School Transportation Association (NHSTA) obtained a separate rate classification by arguing to the state insurance department that it was unfair for contract school bus drivers to fall under the same classification as taxi drivers and chauffeurs. The process took five years, but eventually the state insurance department agreed to lower the rate. NHSTA estimates that will save $116,000 in compensation costs each year.

But that process is slow and not all states can force such an issue. In order to establish a separate classification, there must be enough people employed in an industry, and enough claim history to determine a rate. There also has to be a concentrated, persistent effort to persuade an administrative body, and to determine a new rate. And the change may not lower the rate, but only change the classification to result in a fairer assessment of risk.

Hire competent employees

Changes are on the horizon for the workers' compensation system. In the meantime, there are factors that affect compensation insurance costs that you can control regarding your individual policy. Some insurers can offer discounted rates to companies with proven safety programs, or with a history of few or no claims.

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Screening applicants and hiring only competent, reliable employees with good safety records could potentially reduce rates. Past claim and potential claim generators, like dirty service bays, should be looked at and eliminated. Sources of claims should be tracked to spot any potential or recurring problems.

Safety programs should be developed for employees. Employers should also look at the safety of the work environment. Employers should be careful that they don't smother possible claims in the hope of keeping rates low. Disgruntled employees are more likely to bring lawsuits and to pursue them aggressively.

If you can choose your own insurance carrier, choose one with a good track record of aggressive claims management and a low loss ratio. Compensation carriers who settle claims quickly and with minimum fuss for everyone spend less money on claims and can offer better dividends to employers. "Low loss ratios and high dividends tend to go hand-in-glove," says Jack Sandstrom of Transportation Insurance Brokers in Glendale, CA. "If their loss ratio tends to be one of the lower ratios in the workers' compensation field, you've probably got an insurance company that's pretty aggressive. Plus, I would want one that's a specialist in workers' compensation. I would feel a lot more comfortable with a specialist than I would with a generalist.

"Compensation, from my standpoint," Sandstrom says, "tends to be a five-year process. The actions that you took five years ago, in establishing the types of jobs that you were going to have, the types of people that you were going to hire, how you were going to manage them and the safety programs that you have established will manifest themselves in what you will pay for your workers' compensation today."

Industry pushes for reform

Insurance companies are some of the most vocal supporters of workers' compensation reform since they bear most of the expense of the current system. Cost containment is the goal they primarily have in mind. To contain costs, changes must be made in medical billing, the types of acceptable injuries and specific descriptions of injuries and the basis of litigation.

Many pupil transportation industry groups are pushing for reform, and it is through the active support of those groups that change can be effected for the industry. The negative aspect of potential changes is that rates probably will rise in the immediate future, but may be controlled in the long-term. While the workers' compensation climate may become more congenial to employers, employees are likely to face a decrease in covered benefits or limits to legal recovery.

Whatever the outcome, a long struggle lays ahead for everyone involved in workers' compensation. "There is no single workers' compensation problem," says Furey of NCCI. "There is no common solution. We don't have a magic bullet that's going to look for the index. Individual states have to address their own problems."

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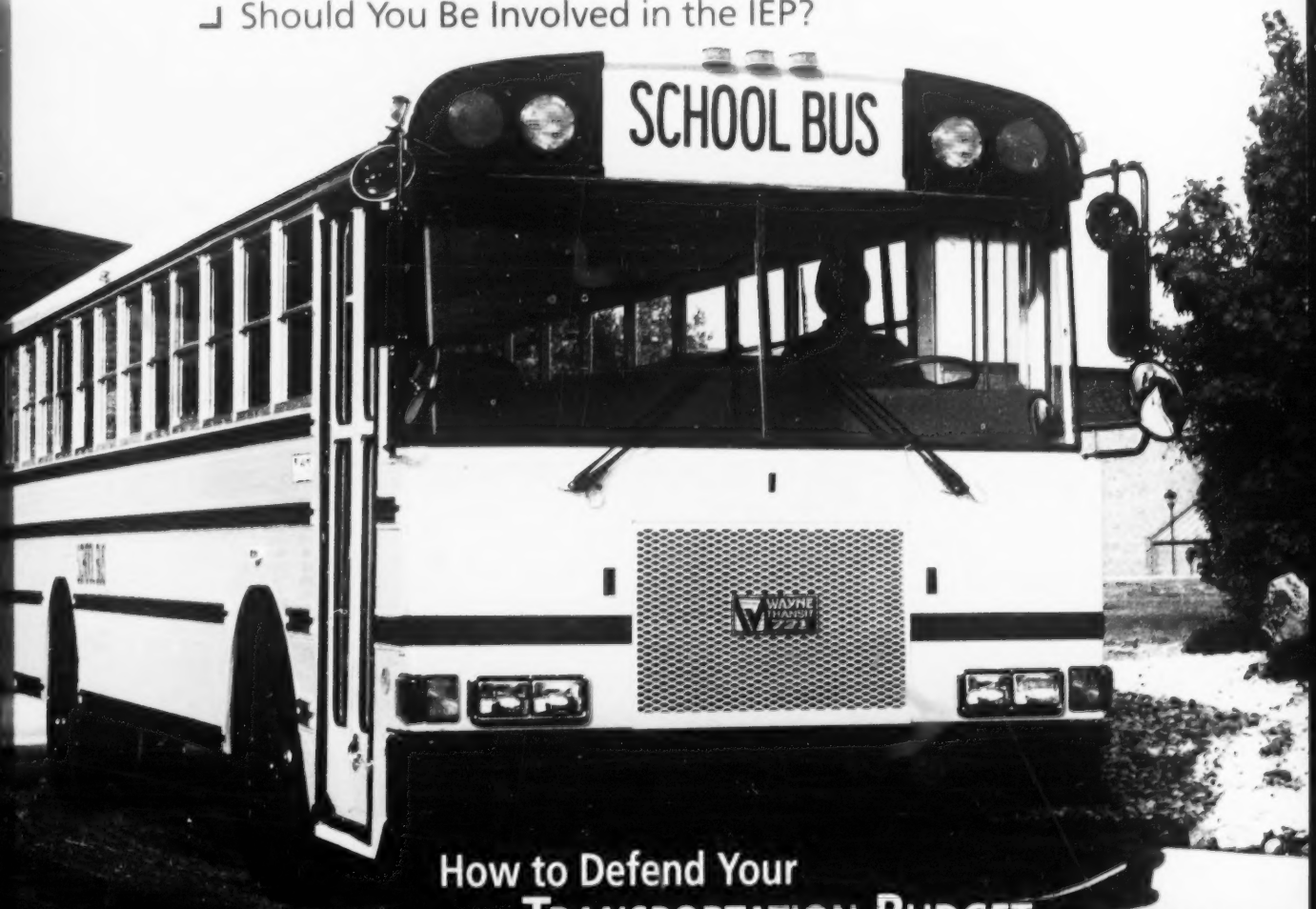

How to Defend Your TRANSPORTATION BUDGET

Fleet Operators Examine ALTERNATE FUEL OPTIONS

A BOBIT PUBLICATION

SCHOOL BUS FLEET®

MANAGEMENT & MAINTENANCE OF PUBLIC & PRIVATE PUPIL TRANSPORTATION FLEETS

APRIL / MAY 1992

Vol. 38 No. 3

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On the cover: *Photo provided by Wayne Corp. of Richmond, IN.*

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ABP BPA NAPT NSTA

Districts Tell Budget-Cutting States 'We'll Show You How Smart We Are'

Inventive route consolidation and cooperative purchasing trim transportation budgets in New York. High-schoolers in Maryland lose bus seat if they park cars in school lot.

Pupil transportation operators throughout the country are prepared to defend budgets if state legislators propose to cut funding for transportation. School districts are implementing cost-saving strategies to maintain safe and efficient transportation service.

By the close of 1991, revenue in 30 states came in below levels on which budgets were planned. More than 25 states reported that expenditures for entitlement programs, education or both exceeded original appropriations — or would have if they had not previously been cut since FY 1992 began (see sidebar).

According to Chip Taggert, national director of fleet consulting services at David M. Griffith & Associates in McLean, VA, routes and schedules can account for 50 percent of the transportation budget because they determine how much a district spends on driver wages, fuel and maintenance.

Taggert was formerly with Ernest & Young of Washington, DC, when North Carolina contracted with the company to revamp the state's pupil transportation program. The company developed a state funding formula that measures the efficiency of each school district's transportation program.

If a school district receives a 100 percent efficiency rating, the state funds 100 percent of its transportation costs. If it receives a 30 percent efficiency rating, the state funds only 30 percent. "There are (districts) that

NJ contemplates school district consolidation by 2000

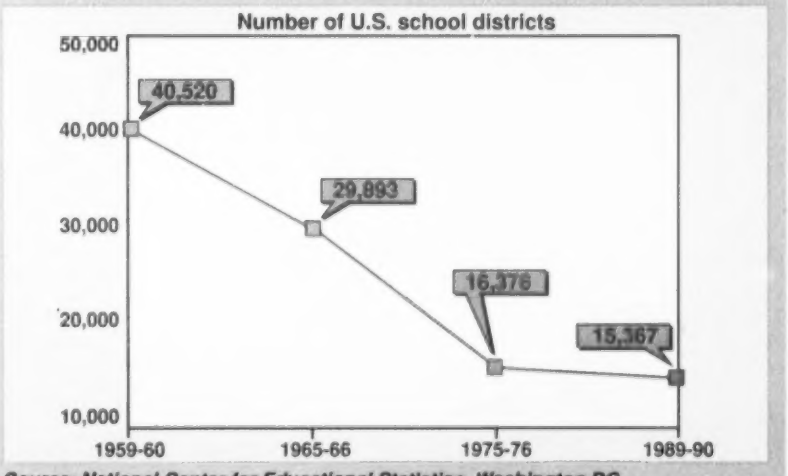
The Quality Education Commission (QEC) in New Jersey has recommended that 619 school districts be consolidated into 100 of 2,500 or more students by the year 2000.

"Whether we get to 100 districts by the year 2000 is not the issue," says QEC Director Peter Ventimiglia. "What is important is that we look very seriously at becoming more efficient."

QEC has resurrected an educational plan that in 1969 suggested school districts be reorganized into K-12 districts with minimum enrollments of 3,500. Funding pressures under the state Quality Education Act, which is designed to equalize education funding in rich and poor districts, has forced the issue of school consolidation once again.

Full consolidation could include: changing schools children attend; merging elementary districts with other community schools into larger K-12 districts; and require neighboring towns to hold seats on school boards.

Meanwhile, more school districts in New Jersey are responding to education funding shortfalls and a decline in student enrollment by sharing resources with other schools. That includes sharing teachers and classrooms for special programs and jointly purchasing school supplies.



Source: National Center for Educational Statistics, Washington DC.

SBF Fact Book Chart Revised

Contractor-owned fleets increased by 28,663 in 1989-90.

Soon after the publication of SCHOOL BUS FLEET's 1992 Fact Book, the editors of the magazine received several phone calls and letters from private school bus contractors and the National School Transportation Association (NSTA) stating the chart, "School Transportation, 1989-90," contained inaccurate statistics concerning the number of contractor-owned buses in some states.

As a result, the editors contacted the National Association of State Directors of Pupil Transportation Services (NASDPTS) which provided the statistical information for the chart. We then phoned state directors of pupil transportation, state officials and law enforcement agencies in 50 states.

The chart on page 46 is a revised version of the chart published in the '92 Fact Book. However, before you peruse the statistical information presented, the editors would like to make a few points.

The editors were surprised to find that information on the number of school buses used for daily pupil transportation and transportation expenditures is not readily available in many states. Many states do not have records of the number of contractor-owned school buses that provide daily transportation service to public schools — or do not distinguish that number from district-owned buses.

The editors worked with NSTA, transportation officials and law enforcement agencies to determine the number of contractor-owned vs. district-owned school buses. One striking difference in the revised chart is that the total number of contractor-owned buses in the United States increased by 28,663 to a total of 110,669 for the 1989-90 school year. In previous years, many of those buses were included by state transportation directors as district-owned buses. (The chart does not include contractors who provide school transportation service but do not own the buses used for that service.)

The editors discovered through their research that many states do not collect information concerning the number and types of school buses.

Also, the method of tabulating statistical information varied in some states. Some state officials included activity trips in mileage reported and other state's did not, so calculating an average cost per mile for pupil transportation might be difficult.

Most state officials reported that capital expenditures for pupil transportation included state and local funds. However, a few officials reported that total expenditures included only state funds or did not include capital outlay.

One statistic that was readily available was the total number of pupils transported at public expense. That number changed very little in the revised chart. During the 1989-90 school year, 22,459,310 pupils were transported on buses at public expense. There were 22,845 more school buses used for school transportation in 1989-90 than in the 1988-89 school year.

Although several states do not have procedures or policies for reporting pupil transportation statistical information, the revised chart is an accurate portrait of pupil transportation in the U.S. Ironically, some state directors reported that they might be forced to begin reporting statistics because state officials want a better idea of how transportation funds are being spent.

That is good news for people interested in that information; but bad news for pupil transportation officials in states that have suffered large funding cuts to school transportation budgets. In some states, state pupil transportation staffs have been reduced or eliminated — leaving little if any time for the luxury of statistical record-keeping.

Transportation needs more and better information

BY DON CARNAHAN

I appreciate the extra effort of SCHOOL BUS FLEET magazine to collect the necessary information to fine-tune the chart, "School Transportation, 1989-90," published in the 1992 Fact Book. The chart information is provided by the National Association of State Directors of Pupil Transportation Services (NASDPTS), and published each year in the annual Fact Book.

CARNAHAN

Serving as president of NASDPTS, I am becoming increasingly aware of the need for more information about pupil transportation on a national basis, and I am committed to improving our national pupil transportation database. The industry needs more and better information about each state's pupil transportation program — and we must keep that information up-to-date.

School Transportation, 1989-90 School Year

State	Pupils Transported at Public Expense	Bus Ownership: District-owned Buses Type A	Type B	Type C	Type D	Total	Bus Ownership: Contractor-owned Buses Type A	Type B	Type C	Type D	Total	Total Number of Buses	Total Miles of Service	Transportation Expenditures($) Including Capital Outlay
Alabama	440,941	—	—	—	—	7,040	—	—	—	—	249	7,289	62,956,957	$97,105,577
Alaska	45,136	—	—	—	—	119	—	—	—	—	566	685	5,805,000	24,482,400
Arizona	227,000	216	148	1,339	2,066	3,769	—	—	—	—	1,147	4,916	42,100,000	63,197,000
Arkansas	275,644	191	—	4,154	75	4,420	—	—	—	—	—	4,420	14,244,094	61,136,151
California	1,054,759	—	—	—	—	14,261	—	—	—	—	8,783	23,044	323,170,196	755,849,888
Colorado	247,302	—	425	3,494	346	4,265	—	10	194	5	209	4,474	45,690,325	72,200,849
Connecticut	334,613	—	—	—	—	550	—	—	—	—	4,944	5,494	—	138,657,026
Delaware	84,153	20	84	42	237	383	2	17	19	866	904	1,287	16,775,271	27,660,286
Dist. of Columbia	5,161	0	55	136	0	191	0	0	0	0	0	191	—	9,000,000
Florida	791,592	231	330	10,640	593	11,794	0	3	935	0	938	12,732	—	355,397,207
Georgia	887,000	—	—	—	—	11,374	—	—	—	—	28	11,402	99,666,000	198,720,000
Hawaii	38,750	0	0	17	0	17	0	263	504	50	817	834	7,412,155	20,073,700
Idaho	108,362	—	—	—	—	2,048	—	—	—	—	232	2,280	21,983,843	28,640,984
Illinois	896,659	—	—	—	—	11,835	—	—	—	—	9,485	21,320	176,654,924	346,557,960
Indiana	659,149	46	453	6,554	630	7,683	31	35	2,660	13	2,739	10,422	63,958,320	227,179,643
Iowa	229,097	—	—	—	—	6,937	—	—	—	—	222	7,159	47,790,040	71,201,325
Kansas	176,561	285	598	2,933	126	3,942	79	223	930	114	1,346	5,288	56,256,153	87,759,555
Kentucky	443,399	595	24	7,584	—	8,203	5	0	203	2	210	8,413	82,847,221	116,349,094
Louisiana	495,425	—	—	—	—	—	—	—	—	—	—	6,852	59,178,960	190,769,380
Maine	171,156	—	—	—	—	2,043	—	—	—	—	582	2,625	36,334,528	47,403,195
Maryland	465,579	1	132	2,668	2	2,803	0	6	2,706	19	2,731	5,534	93,278,717	214,455,878
Massachusetts	558,660	—	—	—	—	1,976	—	—	—	—	7,280	9,256	—	208,018,945
Michigan	759,186	—	—	—	—	13,780	—	—	—	—	500	14,280	150,000,000	349,402,473
Minnesota	1,016,791	198	—	3,960	—	4,158	526	—	4,895	—	5,421	9,579	131,802,703	203,595,788
Mississippi	389,090	91	47	5,154	27	5,319	0	0	2	0	2	5,321	43,013,817	64,937,265
Missouri	437,297	—	—	—	—	6,254	—	—	—	—	4,959	11,213	107,580,857	163,844,025
Montana	59,553	—	—	—	—	700	—	—	—	—	673	1,373	17,148,402	17,517,780
Nebraska	269,861	—	—	—	—	3,975	—	—	—	—	262	4,237	27,250,547	46,984,513
Nevada	63,640	—	148	—	935	1,083	0	0	0	0	0	1,083	14,875,311	43,201,254
New Hampshire	127,000	—	—	—	—	400	—	—	—	—	1,600	2,000	—	—
New Jersey	641,825	—	—	—	—	5,591	—	—	—	—	8,708	14,299	110,890,560	356,781,671
New Mexico	138,523	—	—	—	—	582	—	—	—	—	1,599	2,181	287,044,715	58,056,381
New York	1,900,000	3,841	—	11,938	—	15,779	—	—	—	—	12,500	28,279	189,044,875	1,148,749,502
North Carolina	671,952	0	0	0	13,231	13,231	0	0	0	0	0	13,231	126,353,582	164,206,098
North Dakota	45,757	—	—	—	—	1,162	—	—	—	—	418	1,580	—	22,609,354
Ohio	1,217,643	—	—	—	—	12,818	—	—	—	—	607	13,425	169,626,240	350,986,703
Oklahoma	297,733	51	834	4,815	893	6,593	0	0	0	0	0	6,593	58,525,938	74,442,510
Oregon	221,362	308	—	2,155	539	3,002	150	—	1,597	—	1,747	4,749	46,382,299	86,232,184
Pennsylvania	1,158,769	—	—	—	—	5,690	—	—	—	—	15,766	21,456	280,961,875	513,622,478
Rhode Island	103,000*	—	—	—	—	1,005	—	—	—	—	420	1,425	—	—
South Carolina	437,615	0	0	5,568	0	5,568	0	0	0	0	0	5,568	66,868,329	67,135,923
South Dakota	44,978	91	18	967	163	1,239	28	5	413	36	482	1,721	14,815,783	19,448,211
Tennessee	538,607	360	—	6,343	—	6,703	141	—	1,380	—	1,521	8,224	72,358,230	91,340,000
Texas	1,087,293	—	—	—	—	25,201	—	—	—	—	1,280	26,481	210,664,125	303,303,430
Utah	145,669	64	29	298	1,256	1,647	3	4	74	7	88	1,735	—	27,423,499
Vermont	71,567*	—	—	—	—	—	—	—	—	—	—	1,846*	11,531,429*	16,657,688*
Virginia	752,665	419	143	11,310	190	12,062	—	—	—	—	284	12,346	91,963,727	213,964,904
Washington	394,683	441	429	2,755	2,338	5,963	167	5	736	2	910	6,873	78,127,878	150,297,786
West Virginia	251,867	—	—	—	—	3,596	0	0	0	0	0	3,596	38,211,287	84,438,271
Wisconsin	483,000	—	—	—	—	2,500	—	—	—	—	7,500	10,000	81,000,000	200,000,000
Wyoming	36,538	397	69	781	311	1,558	7	0	3	0	10	1,568	11,778,605	25,625,678
TOTALS	22,459,310	7,846	3,966	95,605	23,958	272,812	1,139	571	17,251	1,114	110,669	392,179	3,687,923,808	$8,229,621,206

Data is based on reports submitted by state directors of pupil transportation services, the National School Transportation Association, and state law enforcement agencies. Figures do not represent total number of buses owned and operated by private contractors; some state DOE's do not collect that information, or include it in their district fleet totals.

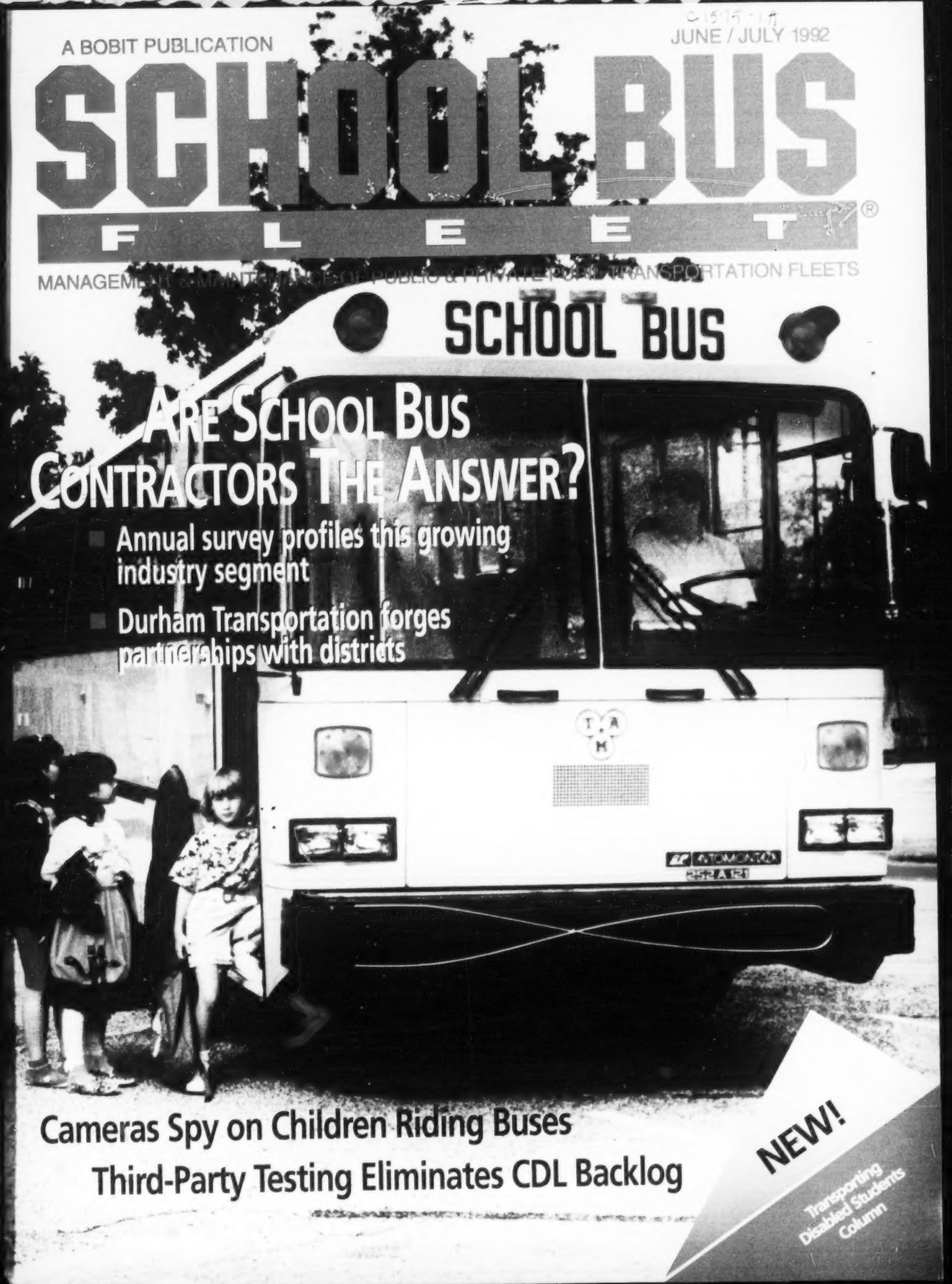
**** Denotes state failed to reply to survey so previous year's information was entered.***
— Denotes information was not available.

A BOBIT PUBLICATION

JUNE / JULY 1992

SCHOOL BUS FLEET®

MANAGEMENT & MAINTENANCE OF PUBLIC & PRIVATE BUS TRANSPORTATION FLEETS



ARE SCHOOL BUS CONTRACTORS THE ANSWER?

- Annual survey profiles this growing industry segment
- Durham Transportation forges partnerships with districts

Cameras Spy on Children Riding Buses

Third-Party Testing Eliminates CDL Backlog

NEW!

Transporting Disabled Students Column

A BOBIT PUBLICATION

SCHOOL BUS FLEET®

MANAGEMENT & MAINTENANCE OF PUBLIC & PRIVATE PUPIL TRANSPORTATION FLEETS

JUNE / JULY 1992

Vol. 38 No. 4

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Automated bus washers save labor costs.

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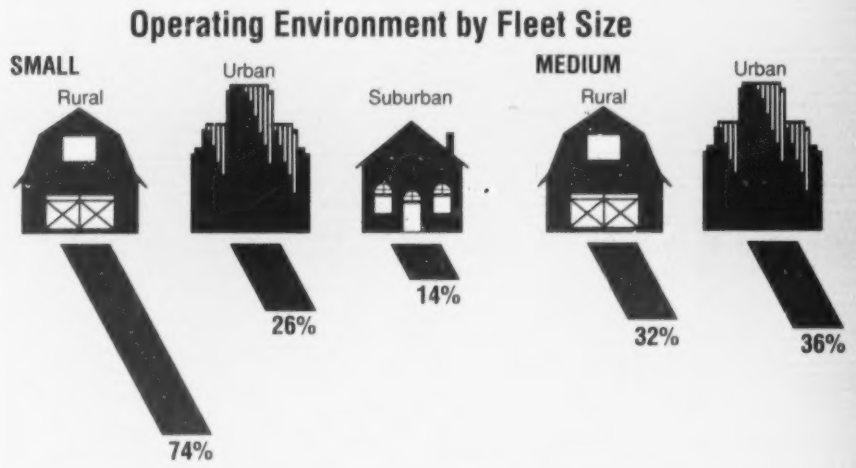
SBF Survey Profiles Sc

Funding, environmental compliance, worker's compensation trouble transportation providers.



Percentages exceed 100 because typically contractors operate in a combination of areas.

The average school bus contractor has been in the school bus business 29 years, according to *SCHOOL BUS FLEET* magazine's annual survey of private contractors.

One hundred-forty contractors responded to this year's survey. They operate 51,859 school buses and transport students to 2,208 school districts throughout the United States. They employ 57,827 drivers, and 7,503 managers and other staff.

In this year's survey, contractors were broken into four categories: small, medium, large and mega-contractor fleets. Small fleets included 1 to 49 buses; medium, 50 to 99; large, 100 to 499; and mega, 500 or more. Eighty small operators, 28 medium operators, 21 large operators and 11 mega-operators responded to the survey.

All operators were combined for calculating percentages for regular and special education, activity trip, paratransit and other transportation service and drug testing. Operators were categorized according to fleet size to figure percentages for costs and operating environments (see charts).

Survey respondents reported converting a total of 36 school district-operated transportation programs to contractor-operated service last year. Fifty-one contractors reported a total of 1,037 vehicle acquisitions last year. Seventy-three reported their fleets were the same size as one year ago. Nine reported their fleets were smaller for a total of 1,372 fewer school buses, of that 1,350 were reported by one mega-operator whose company owns 19,159 school buses and employs 21,183 drivers and 3,012 other staff.

Of the total buses operated, survey respondents reported their customers own 3,270 of the 51,859 fleet total. Survey respondents plan to buy 3,929 new school buses for the 1992-93 school year.

Bothered by discipline

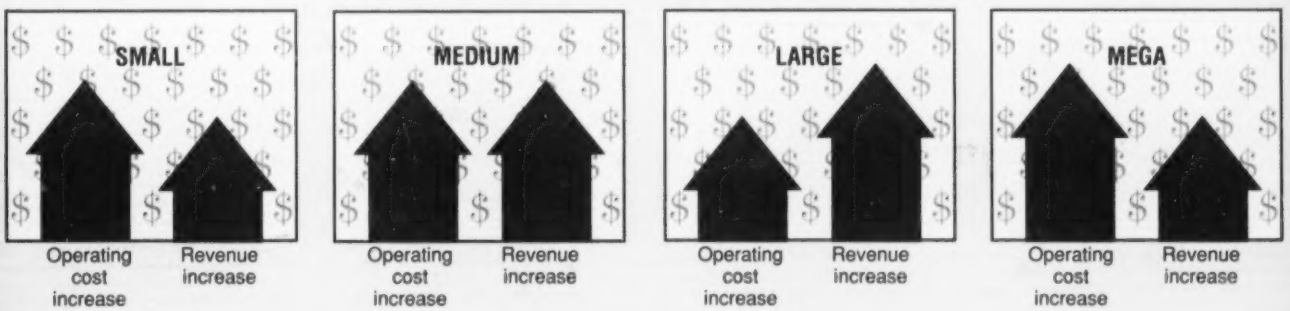
In this year's survey, contractors were asked what bothers them the most about providing pupil transportation.

Among the respondents who agreed to be quoted:

"Passenger discipline, and control of the same" — Paul Neznek, Paul Neznek Inc., Amsterdam, NY.

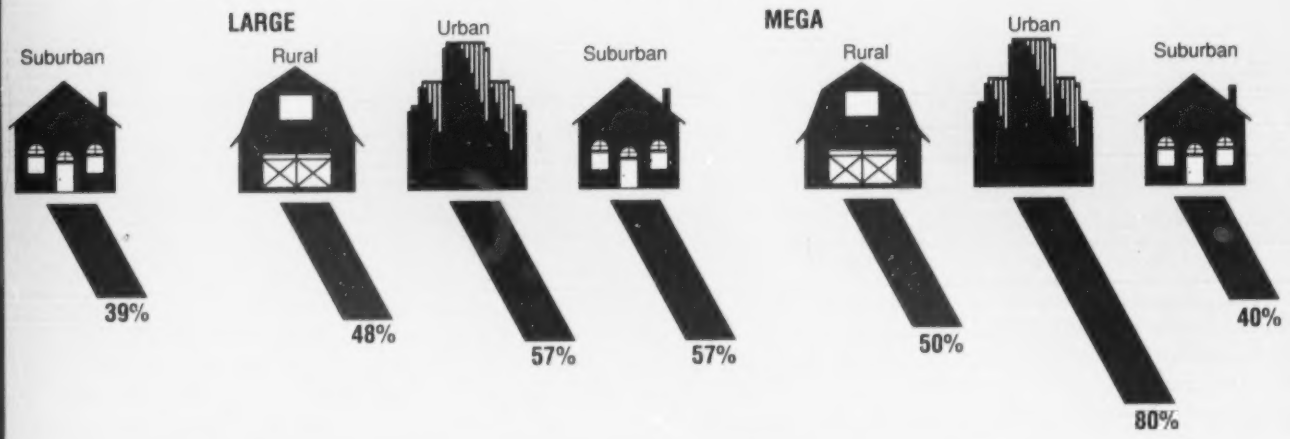
"Lack of adequate funding and tight local budgets are causing many

Contractor Costs and Revenue for 1991



Sixty-four contractors reported revenue increases and 79 contractors reported increases in operation expenditures for 1991.

hool Bus Contractors



districts to treat school transportation as a commodity — disregarding quality in favor of low costs." — John Nolan, National School Bus Service Inc., Barrington, IL.

"The fear of a nasty accident that may severely hurt passengers." — Neil Koppang, Golden Eagle Transit Inc., Mauston, WI.

"Worker's compensation ... We never had a claim in 35 years. What are we paying for?" — Clayton Tellstone Jr., Tellstone & Son Inc., Blackstone, MA.

"Larger out-of-state contractor moving into area putting small contractors out of business." — Ronald Coughenour, Ronreeco Inc., Pittsfield, VT.

"Poorly run operations giving good operators a bad name." — James M. Salerno, president, Winsale, Jersey City, NJ.

"Maintaining quality drivers for part-time job without full-time benefits." — Thomas Weeks, Ridge Road Express, Lockport, NY.

Among the unquotables:

"You'll laugh, but the biggest problem in Alaska are intelligent people, hired by governments, who have no busing experience — and are rude."

"Inequities in regulations governing private operated vs. public operated fleets."

"Convincing school districts to recognize the true costs of transportation."

"Recruitment of qualified drivers."

"Convincing parents that their child has misbehaved on the bus, and being able to prove it."

Negotiators vary

Contractors were asked with what school official they typically negotiate a pupil transportation contract. Most contractors reported they negotiate with the superintendent, assistant superintendent or school district business manager. A few small and medium-size operators reported they negotiate with the director of pupil transportation or local board of education.

According to the survey, the average term of a pupil transportation contract is four years. Sixty-two contractors reported that states they operate in limit the years of a transportation contract; 65 contractors reported states they operate in do not. Many contractors noted that contract term limits vary widely throughout states. Ninety-seven contractors reported that a contract can be renewed without a competitive bid; 18 reported it cannot.

Contractors were asked if they could provide the average cost per mile for regular and special education transportation, and average maintenance cost per bus. The majority of contractors reported that was "proprietary" information, or the information was unavailable. A few contractors reported cost per mile and maintenance costs, but there were too few responses to calculate an average.

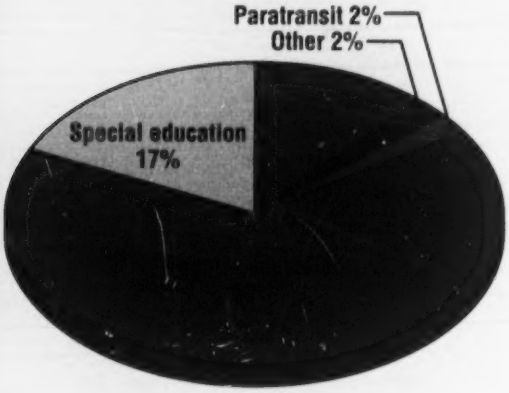
Contractors were asked to rate by degree of importance the following issues: transportation funding; environmental compliance; alternative fuel legislation; worker's compensation costs; and health benefit costs. Most contractors used one number several times so a rate could not be calculated, with the exception of funding. It received the most "ones," indicating it was of greatest concern to contractors. Other issues leading the list were environmental compliance and worker's compensation.

District curiosity raised

School bus contractors provide about one-third of school transportation service in the United States. They own and operate approximately 110,669 of the nation's 392,179 school buses.

Because of state funding cuts to education and a national trend towards privatization, contractors are

Average Contractor-Provided Transportation Service



Under the category "other," contractors reported they provide charter and tour transportation service, service for the elderly and transportation for school athletics.

receiving inquiries from curious school district officials who are toying with the idea of taking transportation out of the school system.

Although there has been a lot of inquiry among school districts, contractors say, there hasn't been a significant shift to converting district-operated programs to the private sector — yet. "The trend towards privatization in the school bus industry has lagged behind that in other industries," says Michael J. Kennedy, vice president of corporate development at National School Bus Service in Barrington, IL.

School districts are concerned that district employees would be put out of work, Kennedy says, or not enjoy the same pay and benefits they enjoy as school district employees. He says other reasons are districts are reluctant to change, and more comfortable with a traditional district-operated program.

John Dorr, vice president of Ryder Student Transportation in Miami, says taking the transportation program off a school district's hands allows it to focus on its primary function, education. "They don't have to worry about driver training or the day-to-day operating aspects of running a pupil transportation program," Dorr says.

He says private contractors are professional business managers who have refined the transportation program, and can give districts better control over costs and operations. "We are a total transportation service company that spends all our resources on providing quality transportation service," Dorr says. "We've refined everything we do vs. a school district whose primary focus is education."

Dorr says today there are more options for districts to contract pupil transportation service because there are more contractors around the country. And large contractor companies are looking to expand into new markets, he says.

The National School Transportation Association (NSTA) developed a Conversion Task Force as part of its Marketing Committee, to promote school bus contracting nationally.

Currently, there are six large contractor company members of the group. To be a member, a contractor must contribute funds for the task force's marketing activities.

The task force travels throughout the country and holds workshops to educate school officials and local politicians about the benefits of contractor-provided transportation service.

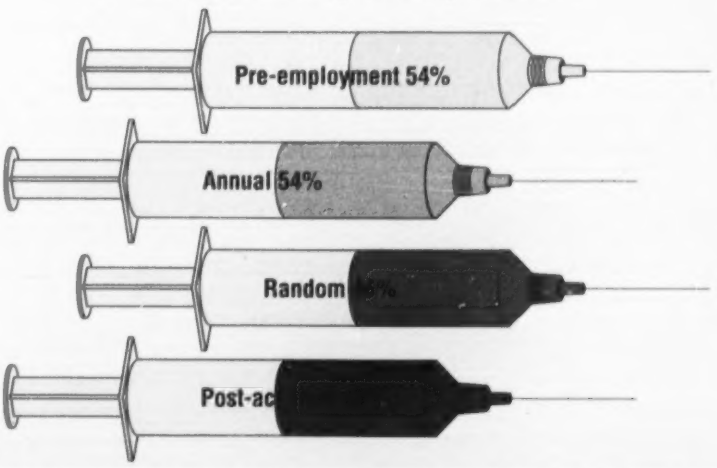
"We are attempting to identify and work on states that we believe provide additional market opportunities," says John Grainger, task force member and president of Laidlaw Transit Inc. in Burlington, ON.

The group has researched 15 states and settled on three to develop new markets for private contractors. Some of the qualities it looks for are a state with a large school bus population; one located near a heavily contracted state; a state in good fiscal health; and the prevalence of private contracting in a state. "That is used as an indication of a state's propensity to contract with the private sector," Grainger says. Additional factors include the state funding structure for education, and whether legislation is in place that is beneficial to the private contractor.

Dorr of Ryder, who is also a member of the task force, says that the contractor segment of the pupil transportation industry in the past has been small and fragmented, with a few contractors sprinkled across the country. He says it hasn't been until recently that school districts in large numbers have been exposed to the private school bus contractor and made aware of the services they offer.

Grainger of Laidlaw says there will be a shake-out in the school bus contractor industry in the near future. "I think there will be fewer contractors," he says, "but the total contractor market will grow." He says "long-term" contractors who can offer more service options for customers will replace contractors with limited service capabilities.

Contractor Drug Testing Policies



Contractors reported they conduct a combination of drug tests for employees. Survey respondents reported they only conduct post-accident drug tests if there is reasonable suspicion that an employee is intoxicated or driving under the influence of drugs.

A BOBIT PUBLICATION

AUGUST / SEPTEMBER 1992

SCHOOL BUS FLEET

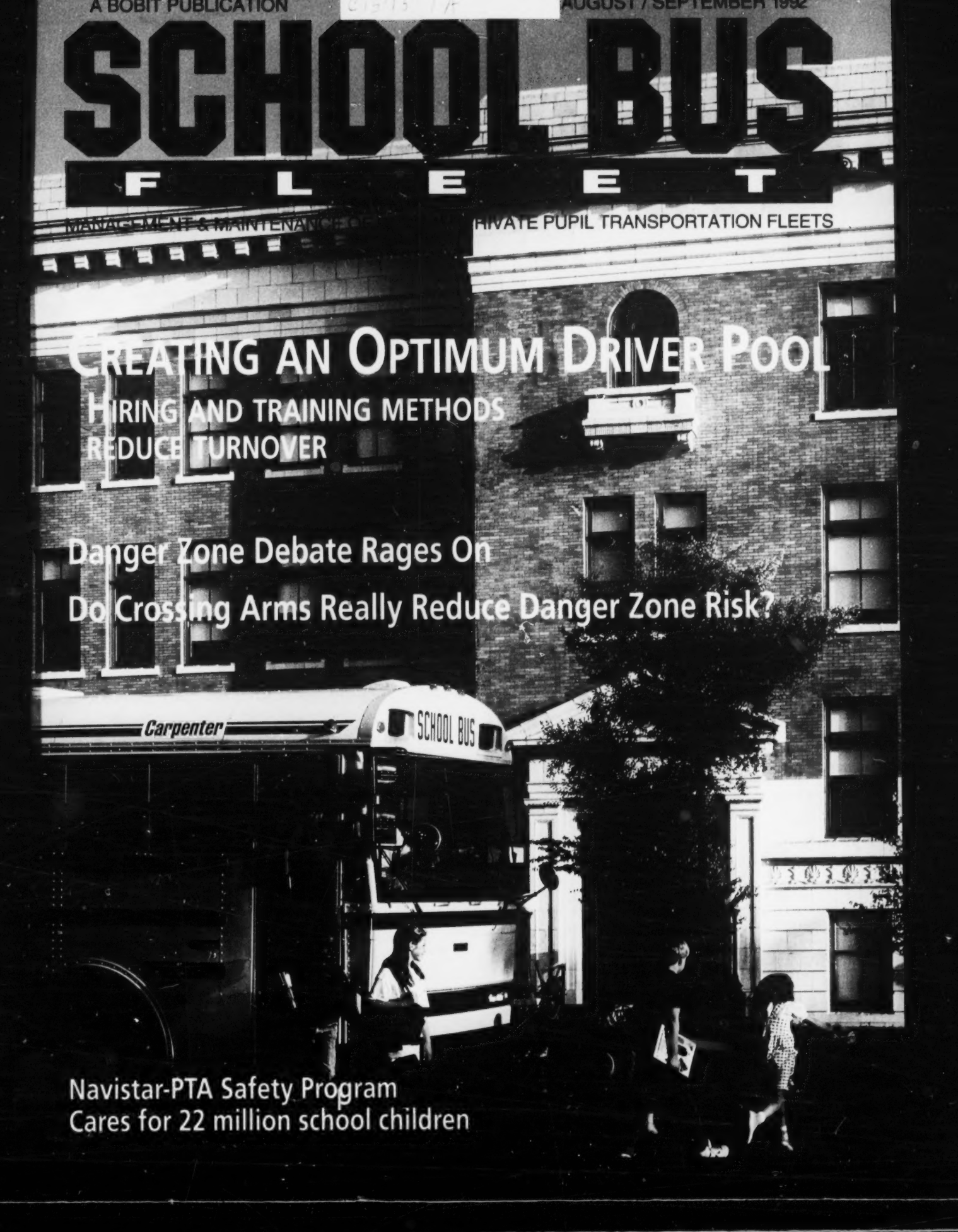
MANAGEMENT & MAINTENANCE FOR PRIVATE PUPIL TRANSPORTATION FLEETS

CREATING AN OPTIMUM DRIVER POOL

HIRING AND TRAINING METHODS REDUCE TURNOVER

Danger Zone Debate Rages On

Do Crossing Arms Really Reduce Danger Zone Risk?



Navistar-PTA Safety Program
Cares for 22 million school children

A BOBIT PUBLICATION

SCHOOL BUS FLEET®

MANAGEMENT & MAINTENANCE OF PUBLIC & PRIVATE PUPIL TRANSPORTATION FLEETS

AUGUST / SEPTEMBER 1992

Vol. 38 No. 5

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On the cover: Photo provided by Carpenter Mfg., Mitchell, IN.

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ABP BPA NAPT NSTA

These young pupils — and the driver — have learned their safety lessons. The pupils and the driver maintain eye contact while the pupils walk in front of the school bus.

Their marriage three years ago was based on one grand mutual interest.

They had known each other for years, but what finally brought them together was better care for their 22 million children.

When school bus chassis maker Navistar International Transportation Corp. formed a union with the venerable National PTA, their only interest was the safety of those 22 million American children who ride school buses daily.

Together, their altruism has translated into a program that touches every segment of the school bus industry. It reaches teachers, bus contractors, school district officials. It affects parents, drivers, manufacturers. And, the program's ubiquitous message is transmitted, in many ways, and many times, to the most important part of the industry, its main customers, the children.

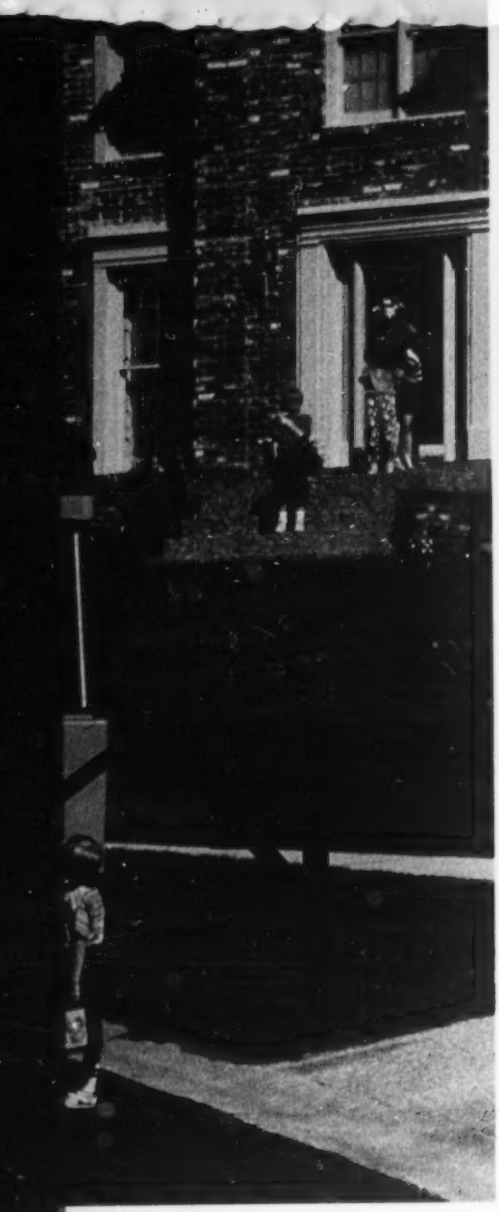
We will look at the many facets of the program and the dedication of the people at the private company and the nonprofit organization who brought it about. We will see how it is used and how it has helped keep children safe on school buses. Later, an anatomy of one school district will show a community coalescing on school bus safety and exploiting the program whole hog.

And here's the best part: It's free. The television public service announcements, print public service ads, the safety posters, the school bus drivers' handbook and I.D. cards for students are all free to whoever wants them.

Handbook reinforces message

"It's an absolutely wonderful program," says Ted Lokey, 31 years in the school transportation business.

"The drivers' handbook (see box) reinforces information for the



Navistar/PTA Safety Program Cares For 22 Million U.S. Schoolchildren

Free material teaches drivers and parents how to protect young passengers in and around school buses. Old pros learn, too.

By Lenny Levine

drivers. And it teaches some of the old dogs new tricks."

Lokey, a driver trainer the past six years for the Wicomico County (MD) Board of Education, which serves a rural, small city region, says his 200 drivers get the handbook and he sees to it that his contractor drivers also get them. "It's fantastic information," Lokey says. "It's beautiful. This information is good any place in this country."

Ted Lokey says the handbook applies nationwide.

A byproduct of the handbook is that it enabled Lokey to "compress a couple of file cabinets" of safety information into a concise, four-by-nine-inch handbook.

Kit requests pour in

The basic Navistar/PTA kit contains, in addition to the items mentioned above, spot announcement story boards and letters from Navistar and PTA officials.

Navistar gets many requests for bulk quantities of particular items in the kits, especially the drivers' handbook, posters and I.D. cards for children (see box). Between July 1990 and February 1992, Navistar sent out 64,120 safety posters, 181,000 drivers' handbooks and 1,309,950 children's I.D. cards.

More will be sent out for the new school year, kits for which were being prepared at press time. This year's basic kits will have a new folder, new posters and information for PTAs on getting media attention.

Navistar, in Chicago, is the largest maker of school bus chassis in North America. It is also a leader in medium- and heavy-duty truck sales and the leading producer of mid-range diesel engines in the world. →

John McDonald, Navistar's manager of industry communications, estimates the company spent $500,000 during the first two years of the program on materials and man-hours for it.

"The point of this has been to emphasize safety," McDonald says, "and there has been no pressure from our marketing people to press this for an advantage." McDonald also notes that the PTA "has allowed the project to be judged on its merits, not the commercial aspects."

Thomas R. Cellitti, Navistar's bus business vice president, says, "One of the things people like are the public service announcements (see box). My kids have seen them, and they say, 'That's the one,' because they know I work for Navistar." Three versions of the TV commercial were produced, one at 30 seconds, two at 15.

Herb Ritchell, Navistar's manager of marketing communications, says, "We truly believe this is a public service campaign that is perfect for the back-to-school months when children need to be reminded of accident prevention."

Hit 'em early, hard

"The PSAs begin in August, and they're effective," says Millie Waterman, chair of the PTA's Health and Welfare Commission. "We've had many calls from people saying they've seen it."

That means they've *remembered* it. That's the point with school bus safety. Hit 'em early, hit 'em hard and hit 'em often. Repetition. The Navistar/PTA program wants to drive home its message to children from kindergarten on.

All pupils bused at Evanston/Skokie School District 65 in Illinois receive a bus safety handbook and bus safety education. Each bus has seat belts. (Photo courtesy Evanston/Skokie School District 65.)

Children need to hear this again and again

Children will be safer on and around school buses if they follow the 10 rules from the Navistar/PTA program.

The rules may seem obvious to adults, but educators say they need to be reinforced, often:

1. Be on time.
2. Never run to or from the bus.
3. Stand back from the curb.
4. Don't push or shove.
5. Stay in your seat.
6. Don't yell or shout.
7. Always obey the driver.
8. Wait for the driver's signal before crossing.
9. Always cross at least 10 feet in front of the bus.
10. Never crawl under a school bus.

The 10 rules are on the back of this card, reproduced full size, which a child can easily carry.

"The kids learn not to bend down and pick up things they've dropped in front of the bus," Waterman says. "The kits fit right in with all the other safety material that's out there." She says kits will be distributed this year to 27,000 PTAs.

Three National PTA officials have logged more than 1,000 hours administering the program, according to John Kociolek, PTA health specialist. It has been reported on at eight board meetings. Thousands of local PTAs pick up the ball and run with it.

"The school bus safety program has taken off like gangbusters," says Ann Lynch, National PTA past president.

The PTA has received these written comments from around the nation:

"Better for use for primary children. Excellent kit. Will encourage Council participation on countywide level." — Inverness, FL.

"I was very pleased with this kit. I received one also at convention. I think this is very important. I am a school bus driver. We will use this a lot." — Indianapolis, IN.

"Due to a bus tragedy at our school last spring, we were very pleased to have received your packet." — Lenexa, KS.

"Our school year starts the 3rd or 4th Monday in Aug. and we would like to be able to send this in-

formation home with the students the first week of school. It is very helpful info. We ordered additional cards for all students (this is a rural school) and posters for the buses and school." — Stewartsville, MO.

"Material like this has long been needed — thank you for caring and making the effort." — San Antonio, TX.

"As the mother of twin boys (6) who ride the bus, I was very impressed with your commercial. It catches their attention." — Berlin, VT.

School buses are most safe

It's not that the Navistar/PTA program has just found a niche that was not covered. The school bus industry breathes safety. A slew of safety material exists, some of it expensive. But the Navistar/PTA program collects much of it in one neat package.

And it's not that school buses are unsafe. They are the safest form of surface transportation in the country, according to the National Highway Traffic Safety Administration.

Even though school buses transport more passengers per trip, the rate of occupant fatalities per mile driven for school buses is one-fourth that of passenger cars, according to the Transportation Research Board. The National Safety Council estimates the total pupil transportation miles for 1990 at 74.2 billion.

But even though school buses are relatively safe, there are still many accidents, injuries and deaths (chart). Many occur when loading and unloading passengers, in the "danger zone" around the bus. Indeed, many students are struck by their own bus. (See related story on page 42.)

The drivers' handbook devotes more than a page to loading and unloading. It states: "When stopped for loading or unloading passengers, keep checking your mirrors and open the side window. Pay special attention to the front of the bus. Always be on the lookout for children darting toward the bus, or children stooping down in front of the bus."

Results of the Navistar/PTA program are difficult to quantify. Did you *not* crash your school bus because of something you remembered from the program? The program's messages can only be repeated and repeated and repeated. But this data supports its effectiveness:

Mayflower Contract Services is the nation's second largest school

U.S. School Bus Accidents 1990

Total Accidents	Total Injured	Pupils Injured	Total Killed	Pupils Killed
29,000	14,500	9,800	90	35

Numbers are projected to include gaps in the reporting system. The deaths, which are for the 1989-90 school year, include five pupils on buses and 30 pupils approaching or leaving a loading zone. More than half of the pupil-pedestrian victims were struck by their own bus. Five of the deaths were school bus drivers. SOURCE: National Safety Council

Are your drivers aware of the '6-8-9 rule?'

With oncoming vehicles approaching at an intersection and assuming their speed is 30 mph, you'll need a minimum of six seconds to safely cross the intersection.

That's a tip for school bus drivers from the 16-page booklet included in the Navistar/PTA safety kit.

"If you're turning right," the tip continues, "you'll need at least eight seconds to clear the intersection. A left turn will require nine seconds." The "6-8-9 rule" is a handy way to remember safe driving fundamentals. But the rule can be tempered by changing conditions.

The *School Bus Drivers' Guide to Safer Driving*, a popular tool with those who train school bus drivers, is written in simple, forceful language. Some samples:

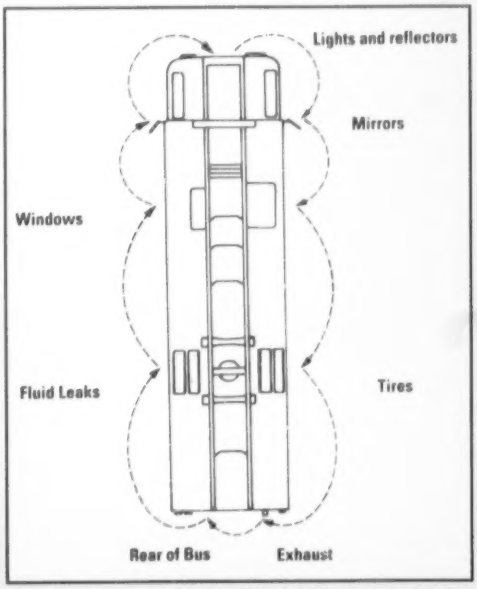
A school bus **steering wheel** is larger and lies at a flatter angle than that of an automobile. Steering properly requires proper hand positions: left hand at 10 o'clock, right hand at 2 o'clock. In a turn, pull with one hand while pushing with the other.

Backing your bus should be attempted "only as a last resort." Never back onto a major road, school yard or bus loading zone. When backing, be certain that all flashing warning lights are on (if permissible in your state or province).

Do not count on other vehicles obeying your **stop arm.** Make sure all traffic has stopped before motioning students to cross the road.

"You need to do a **post-trip inspection** ... Check belts and hoses ... Check the bus seats for anything out of the ordinary and to make sure nc passengers have fallen asleep and are still on board."

In the event of a **fire,** the first priority is to evacuate the bus. Know what type of fire extinguisher you have on your bus. Be sure to read the operating instructions beforehand.



Suggested exterior walkaround sequence for drivers as part of the pre-trip inspection. The interior inspection should include instruments; safety devices such as horn and wipers; lights; safety equipment such as stop arms, emergency door and first-aid kit; and air brakes.

bus contractor with 7,500 buses and has its own safety program, but still uses the Navistar/PTA material. "All our drivers get the handbook," says Billie Wentz, safety and training facilitator for Mayflower in South Kansas City, MO. "Yes, the information is repetitious, the drivers have seen it before. But the more we repeat it, the more it sticks."

She put up the posters in her office, and her drivers passed out the student I.D. cards to their passengers. "The elementary kids liked the cards," Wentz says. "Some showed them to their parents. The younger the kids, the more impressed they are with something like this."

Nancy Butera asked Navistar for 560 copies of the drivers' handbook two years ago and wants more. Butera, personnel supervisor for National Bus Service Inc. in Rochester, NY, is hiring 100 drivers this summer.

"The handbook brings back what a positive, professional driver should be," says Butera, who spent 20 years behind the wheel. "I liked what it said on page 2: 'Safety is your responsibility.' It's good to see that in print."

In times of ever tightening school budgets, free bus safety material is always welcome.

"We will use it this August in our driver training program," says Robert Hopkinson, transportation trainer and safety specialist for the Montgomery County (MD) Board of Education, "especially the part on pre- and post-trip inspections." Hopkinson uses the Navistar/PTA material to supplement a wealth of other material he has — videos, state manuals, visual aids, other manuals and classroom sessions for drivers. "It's a well-done program," Hopkinson says, who has used the material since its inception. "It took a lot of time to put together."

"I know how to evacuate the bus if there's a fire. We have pretend fires at school. We go to the door at the back of the bus."
—Katie Brothers, 8
School bus passenger

The program received an Award of Merit from the Chicago Chapter of the International Association of Business Communicators, and a Public Education Award from the New York State School Transportation Safety Program.

One of the best awards is successful use of the program. An example is found in the Chicago suburbs.

Parents form bus safety group

Just north of Chicago, hugging Lake Michigan, is Evanston, right next door to Skokie. They are home to Northwestern University, Westmoreland Country Club and Evanston/Skokie School District 65, whose school buses ply the streets at 25 to 30 mph.

Parents at one district school, the Martin Luther King Jr. Experimental Laboratory School, a K-8 magnet school, wanted to improve safety. The King PTA formed a Bus Safety Committee. It collected safety information from a variety of sources. Parents filled out questionnaires. They met with district and contractor officials.

One thing the committee found was a need to re-educate "experienced" students about bus safety. It did that with help from the Navistar/PTA program. Students created posters with the theme "Be Cool. Follow the Rules." For some stu-

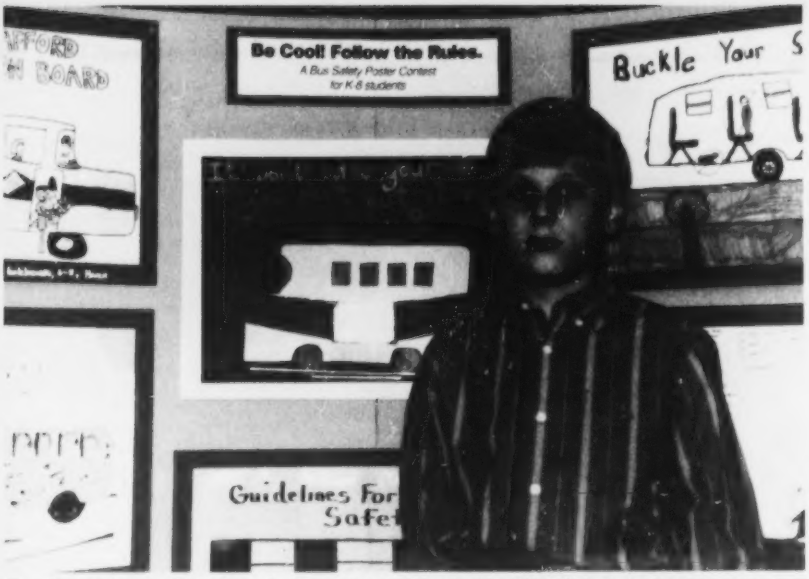
A billion impressions are made on the impressionable

The Navistar/PTA television public service announcements aimed at schoolchildren made one billion impressions in 1990, the company estimates.

The safety announcements reached 152 of the top 200 local TV markets in the United States. They were also aired nationally on networks and cable.

Here's the 30-second spot:

Cut to children's feet on bus
BOY 1
It makes life safer to have rules.
Cut to face of BOY 1
BOY 1
Yeah ... if you didn't have rules someone could get hurt.
Cut to shot through window of children on bus
BOY 2
You shouldn't make noise on the bus because ...
Cut to face of BOY 2
BOY 2
... sometimes the bus driver, he needs his ears ...
Cut to faces of other children on bus
BOY 2
... to hear everything.
Cut to school bus in traffic
BOY 3
Like um ... when you have to stop by the train tracks.
Cut to face of BOY 4
BOY 4
You shouldn't stay too close to the curb, otherwise you could get flattened or something.
Cut to children crossing street in front of parked bus
BOY 3
You should walk at least 10 feet ...
Cut to face of BOY 3
BOY 3
... away from the bus ...
Cut to driver seen through windshield
BOY 3
... so you can see the driver and the driver can see you.
Cut to face of BOY 5
BOY 5
It's very cool to follow the rules.
Fade to superimposed words BE COOL. FOLLOW THE RULES.



Ben Kobold won first place in the K-2 category in the 1991 Bus Safety Poster Contest at Martin Luther King Jr. Laboratory School in Evanston, IL. (Photo courtesy Evanston/Skokie School District 65.)

dents, working on the posters reinforced basic safety rules. For others it brought out apprehensions that could be addressed.

"It really appealed to the kids," says Nancy Brothers, chair of the Bus Safety Committee. It was positive, upbeat. The Navistar material was upbeat, instead of focusing on death and destruction."

"We truly believe this is a public service campaign that is perfect for the back-to-school months when children need to be reminded of accident prevention."
—Herb Ritchell
Navistar manager of marketing communications

Brothers says her group met also with bus drivers, further spreading the word.

The poster contest then caught on throughout the district. As did a handbook drafted by the committee, now distributed to all students, parents, drivers and staff.

"We sent out the student I.D. cards from the Navistar/PTA kit to every kid in the district," says Marguerite Adelman, the district's public information officer. "That's 6,000 children plus."

The Navistar/PTA kits have been "very helpful to us," says Leon G. Robinson Jr. He's president of Robinson Bus Service Inc., which has had the contract for District 65 since 1964. He supplies the district with 17 65-passenger buses and 23 special-education buses from his fleet of 550. All have seat belts, Robinson says, because the district wanted them.

Riding one of Robinson's buses is Katie Brothers, 8, who is entering third grade at King School. She has profited from District 65's safety program.

Katie Brothers says the bad kids are in the back of the bus.

"I know to buckle up my seat belt," says Katie, who took time out to talk about school bus safety while rushing to a summer swimming class.

"I know how to evacuate the bus if there's a fire. We have pretend fires at school. We go to the door at the back of the bus."

Is Katie well behaved on her school bus?

"Yes," she says, "and I sit in the front of the bus. The bad kids are on the back of the bus, and the driver always tells those kids to sit down.

"We have to listen to the bus driver. If I have to cross in front of the bus, I look at the driver and he tells us when we can cross the street."

That's just one safety story from one of the nation's 15,000 school districts. Here's another, from a different place and time.

He got detention

John R. Horne found out about school bus safety the hard way.

He was a high school sophomore in Calumet City, MI, in 1952 and "only when I got called into detention for pushing another kid on the school bus did I find out about (bus safety)."

Horne recalls: "I remember doing all the things then the (Navistar/PTA) program tells us *not* to do. We had no training. Look, I was just like all the other kids then. It's natural for kids to be energetic."

John R. Horne shoved a busmate and discovered safety.

Horne is now Navistar's president and COO, and his six-year-old grandson rides a school bus. "He's aware of the program," Horne says. "He knows he's supposed to be quiet on the bus. And believe me, it takes a lot to keep a six-year-old quiet."

Navistar has been enriched through an unexpected benefit from the program. "I have heard from employees, especially those working on the program, that they are more aware of safety in the workplace," Horne says.

"It makes us all aware of safety everywhere."

How to order safety kits

To order school bus safety kits, write to School Bus Accident Prevention, Navistar International Transportation Corp., Attention: Order Desk, 807 Blackhawk Drive, Westmont, IL 60559.

The phone number is 312/836-3666.

The material is free, except for postage and handling.

A BOBIT PUBLICATION

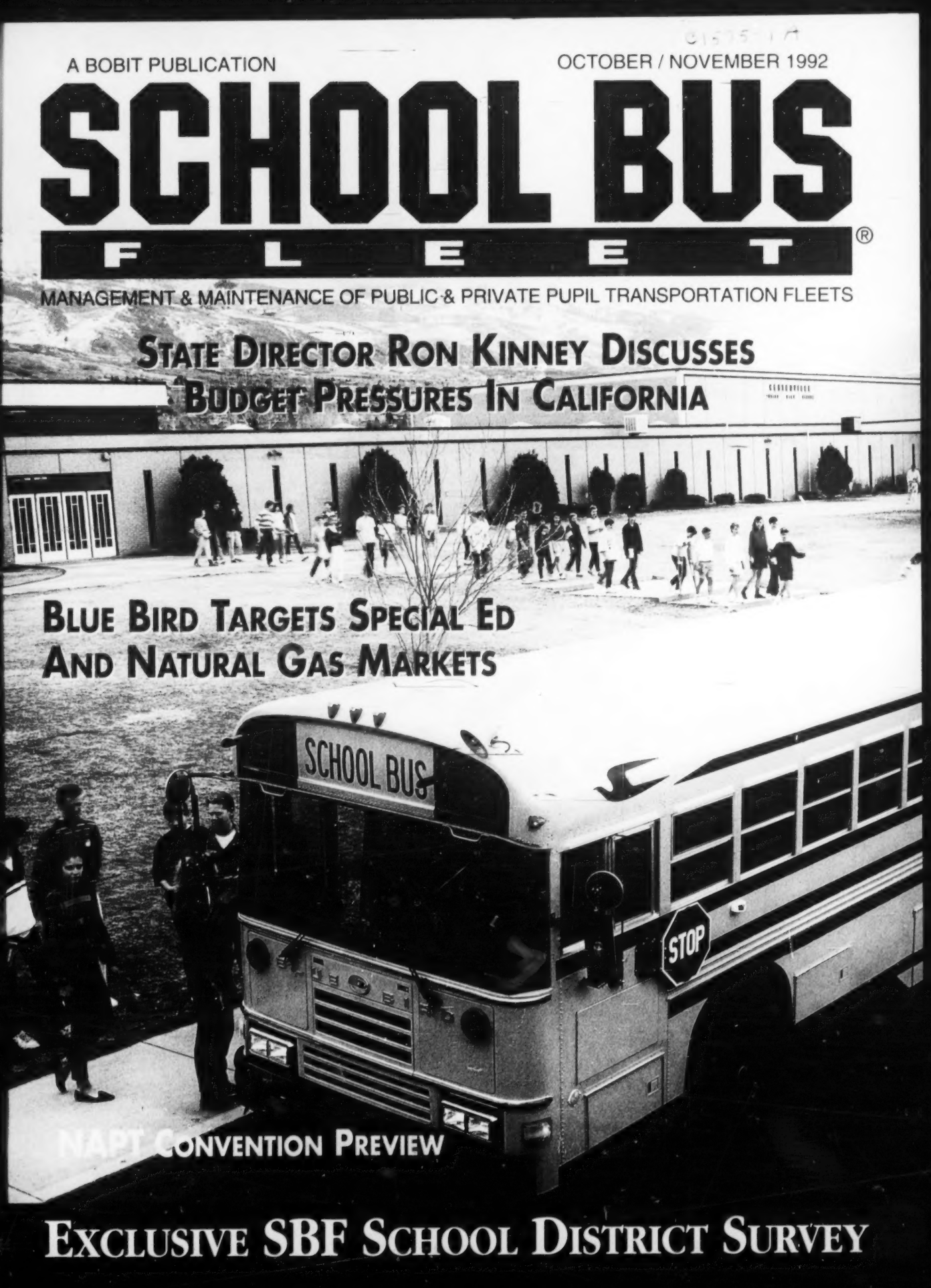
OCTOBER / NOVEMBER 1992

SCHOOL BUS FLEET®

MANAGEMENT & MAINTENANCE OF PUBLIC & PRIVATE PUPIL TRANSPORTATION FLEETS

STATE DIRECTOR RON KINNEY DISCUSSES BUDGET PRESSURES IN CALIFORNIA

BLUE BIRD TARGETS SPECIAL ED AND NATURAL GAS MARKETS



NAPT CONVENTION PREVIEW

EXCLUSIVE SBF SCHOOL DISTRICT SURVEY

A BOBIT PUBLICATION

SCHOOL BUS FLEET®

MANAGEMENT & MAINTENANCE OF PUBLIC & PRIVATE PUPIL TRANSPORTATION FLEETS

OCTOBER / NOVEMBER 1992

Vol. 38 No. 6

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Forty percent of survey respondents reported reduced budgets for 1992-93 school year.
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On the cover: *Blue Bird All American Transit Coach in Centerville, UT. Photo by Erwin Harrison.*

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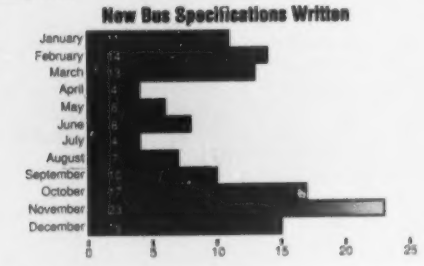

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ABP BPA NAPT NSTA

1st Exclusive SBF School

Forty-percent of survey respondents reported reduced budgets for 1992-93 school year.

In the first exclusive survey of school districts, the editors of *SCHOOL BUS FLEET* magazine asked transportation managers to list a few accomplishments districts have made to improve transportation programs. Several transportation managers cited more efficient fleet operations.

Otto Uecker, transportation supervisor at Fremont County #25 in Riverton, WY, replied the district has "a more efficient way of shuttling students from transfer (holding) areas to and from school, resulting in less miles, 36,000 per year, in congested areas, plus cost savings."

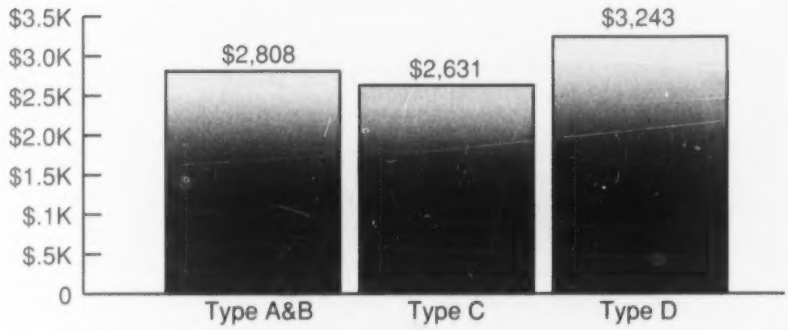
Harry D. Inskeep, director of transportation at Lawrence Township in Indianapolis, IN, reported Lawrence was "listed as one of the top five most efficient operations in the state for 1991-92."

Art Plunkett, transportation supervisor at Esparto Unified School District in Esparto, CA, cited "cellular phones for each driver." Another district mentioned the same for drivers traveling beyond state boundaries.

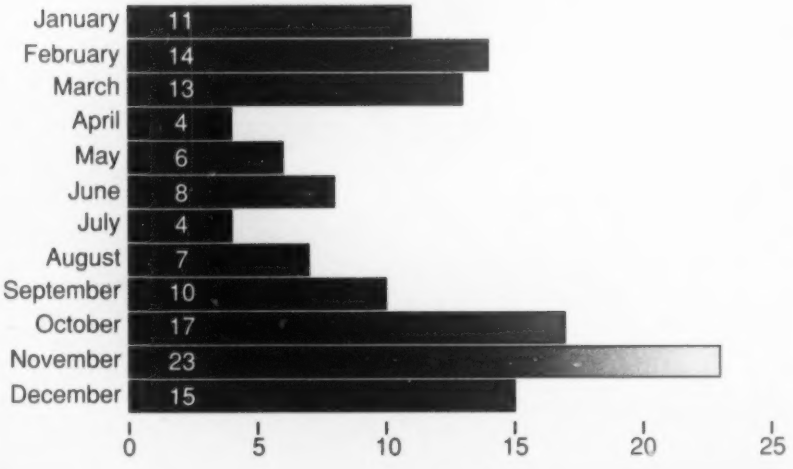
David Decsman, director of transportation at Toledo (OH) City Schools, reported the district is "refurbishing older buses in response to significant reductions in state bus purchasing assistance funds."

"Due to the nature and distance of our stops, an answering machine is used in the office, so parents can call at night or early morning to let us know whether to stop or not. This saved many dead-miles last year," reported Leslie Mathison Jr., director of transportation at the Alabama Institute for Deaf and Blind in Talladega.

Annual Bus Maintenance Costs



New Bus Specifications Written



40 percent report reduced budgets

Forty percent of the 102 school districts that responded to the survey reported transportation budgets have been reduced for the 1992-93 school year. One of the survey questions asked what changes school districts have made to offset transportation funding shortfalls.

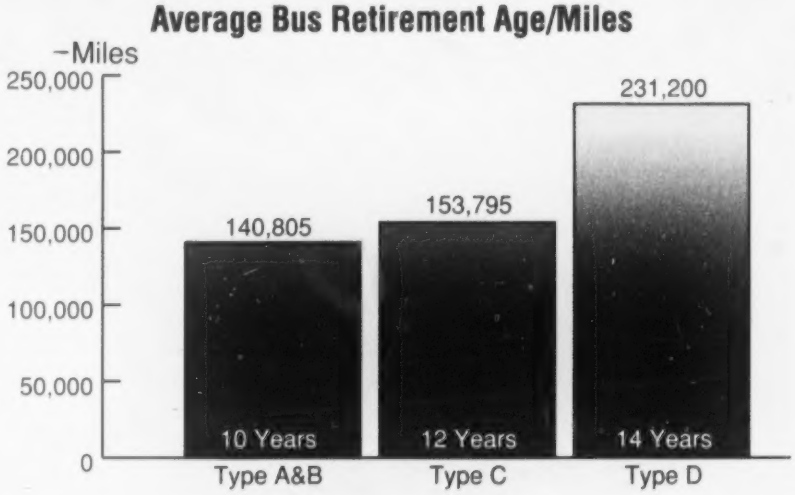
California school districts report-

District Transportation Survey

ed implementing parent-pay programs for pupil transportation. One district reported it charges an annual $180 transportation fee per child.

Many districts reported converting gasoline fleets to diesel to improve cost per mile. Many reported deferring new school bus purchases this school year because of a lack of funding. Other districts reported increasing students per route. Some districts reported increasing efficiency by designing better routes.

School districts reported an average nine percent reduction in school transportation budgets for 1992-93. Survey respondents reported reductions in transportation and mainte-



School District Operating Statistics

Number of Schools Per District
16

Number of Regular Ed Students Per District
5,419

Number of Special Ed Students Per District
310

Cost Per Regular Ed Student
$324

Cost Per Special Ed Student
$1,372

Number of Full-Time Drivers Per District
44

Percentage of Districts with Computerized Bus Maintenance System
38

Number of Part-Time Drivers Per District
20

Percentage of Districts with Safety Training for Student Riders
80

Percentage of Districts with Reduced Funds for 1992-93 School Year
40

Number of Regular Ed Students Per Route
61

Hourly Driver Wage
$10

Number of Special Ed Students Per Route
10

Percentage of Districts with Mandatory Bus Retirement Age
15

Percentage of Districts with Computerized Bus Route System
35

Number of New Buses To Be Purchased Per District for the 1992-93
4.3

Statistics represent averages of the 102 school districts that responded to the survey.

nance staff. Others eliminated or reduced field trips and transportation to special school programs. A few districts reported providing additional technical training for mechanics or bought additional equipment to eliminate using outside garages for vehicle maintenance.

In a survey conducted by the editors of the magazine last year, districts reported an average cost of $338 per regular education student. This year's survey results were almost the same: $324 per regular education student.

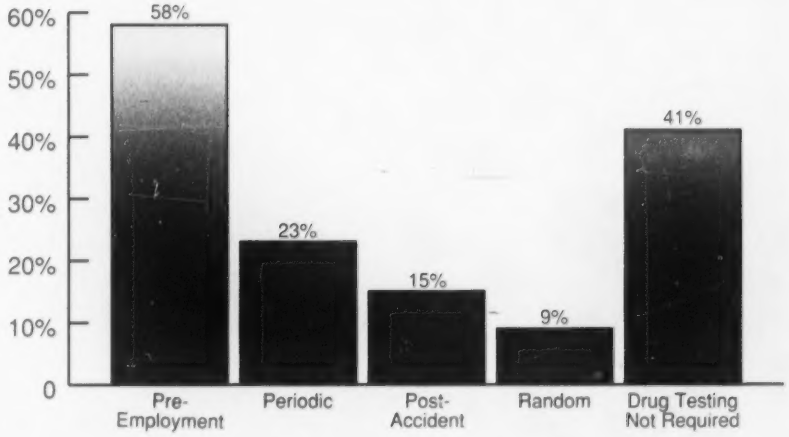
School districts reported an average of 61 regular education and 10 special education students per bus.

Fifty-eight percent of school district respondents have pre-employment drug testing; 23 percent, periodic; nine percent, random; 15 percent, post-accident; and 41 percent, no testing. Figures do not represent 100 percent because some districts conduct a combination of drug tests.

According to survey respondents, more school districts write new bus specifications in November than at any other time of the year. (Total exceeds 100 because some school districts listed more than one month.) A few districts reported new vehicle specifications are written when funds become available for buying new buses. Those districts were not computed in statistics.

More school districts are using computer programs to improve the cost efficiency of pupil transportation programs. In this year's survey, 35 percent of school districts reported using computer programs for developing bus route schedules. Thirty-eight percent use computer programs for vehicle maintenance.

Percentages of Districts Requiring Drug Testing



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